



C & D

CHEMIST AND DRUGGIST

OCTOBER 14 1967

With winter on the way...

Just ONE a day

All-year-round health & vitality

200

Haliborange
Trade mark

TABLETS

YOUR DAILY VITAMINS A, D, E &
THE NICEST WAY

Vitamin A 4,000 Units
Vitamin D 20 mg
Vitamin E 20 mg

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All-year-round health & vitality

Especially in the COLD season

Haliborange
Trade mark

TABLETS

Just ONE a day

All-year-round health & vitality

Especially in the COLD season

Haliborange
Trade mark

TABLETS

... there is at least one consoling thought—another healthy sales season for Haliborange Tablets. They will be supported again this year by an even more concentrated campaign on T.V. and in the popular dailies. Make sure your stocks are adequate.

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LONDON E2

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**NON-ELECTRIC
HEATED
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COLOURFUL
EYE CATCHING,
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**A FABULOUS HAIR STYLE
IN JUST 10 MINUTES**

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your customers will!

8 Rollers

7/6

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THERE'S A GOOD PROFIT MARGIN TOO

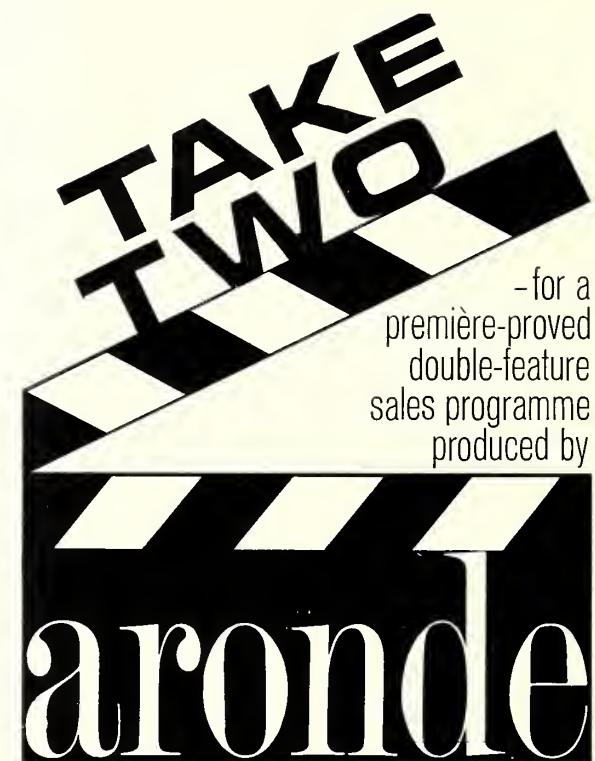
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Nichol BEAUTY PRODUCTS LTD.

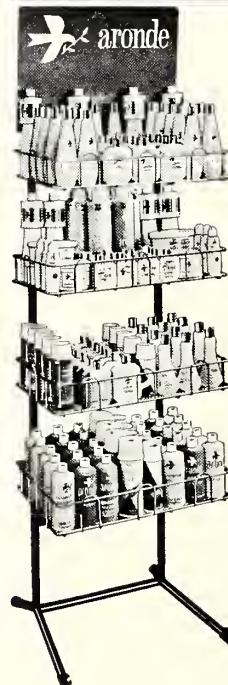
Office & Works

OLD FARM AVENUE, SOUTHGATE, LONDON, N.14

Telephone: Fox Lane 0181 (3 Lines)



-for a
premiere-proved
double-feature
sales programme
produced by



For film-stars or housewives, Aronde beauty products are your most spectacular sales-booster! And hard on the heels of this fortune-making Aronde display—projecting our wide range of toiletry and cosmetics from the smallest space possible—comes news of our success-proved pouchette and toilet-holdall range!

Already selling in more than fifty countries—these fast-selling lines can draw your richest audience... estimated at many gross of sales each year! Research proves ten million women buy a new cosmetic bag once a year—and many buy twice or three times... so take advantage of this season's big-feature range and these super-value price-reduced items: Nylon and Satin Pouchettes reduced from 5/11 to 3/11. Vinyl Pouchettes reduced from 2/6 to 1/9. Quilted Plastic Pouchettes reduced from 3/11 to 2/3! Also Toilet Holdalls down from 7/6 to 4/6 and 4/11, for men and women!

SHOOT! If you want 50%* profit on cost or more, fill in this special advance coupon now—and shoot it off to us! Our representative will soon call to give you the facts about the Aronde big double-feature sales drive!

*excluding purchase tax.

*****	TO: ARONOE LABORATORIES LTD. SHERBOURNE AVENUE, BINSTEAD, RYDE ISLE OF WIGHT. TEL: RYDE 3761	*****
*****	Please help me stake a claim in the Aronde sales programme— without obligation!	*****
*****	Name	*****
*****	Address	*****
*****	CD 14/10
*****	*****	*****

It's a soft sell at seven pounds



7 lbs of Calgon Water Softener in a brand new, easy to sell, economy pack. Neat new plastic container. Small enough to carry, large enough to hold a big supply of the world's top selling water softener.

Retail selling price? 21/-.

Now you can order Calgon in the 7 lb economy pack as well as the 12 oz, 2½ lb and 15 lb packs. It'll pay you. Sales keep climbing as more and more housewives discover just how good Calgon really is. And the biggest advertising campaign ever for Calgon will make sure sales increase and increase. Housewives all over the country will see new, eye-catching big space advertisements in The Daily Mirror, The People, Evening News, Daily Mail, Radio Times, Woman and Woman's Own. So if you're not already a stockist, write for details to:

ALBRIGHT & WILSON (MFG) LTD,
Domestic Sales Department,
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Calgon Water Softener-now in a new 7lb economy pack

October 14, 1967

BIGGEST-EVER CAMPAIGN

RESEARCH TESTED ADVERTISING

FULL PAGES

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THIS MEANS MORE SALES — MORE PROFITS
FROM **Cuticura**[®] BACKED BY **Brillo**



"When last bands have young fresh soft and bouncy?"
→ says that's when she wants to have sex
Or when guys don't look as good as us, but they're
handsome and she would like them as well

Good question. Based on my another your friends like
as much as Springfield, so I think both regardless of how

Cuticura guards your skin



to every woman who washes with soap

Cuticura guards your skin



Many species of mites are found throughout Africa,
but little is known about them. There is
but one reference to desert mites in our
literature, however, a brief one.
With exception of cold deserts, there are many
and varied mites found throughout the deserts
of Africa. One mite, *Uropeltis*, is described and

...wishes. Uninvited and free from supporters
they have never seen and keep business and party from
sayings anything enough to do anything more.

Carrie's will be buried in the care and protection of
the students of 1920. To assist again when she does
comes Carrie Gray. Edna Funder and Florence
Bergman will give some babies that the box may be used
to get to get.

Cuticura guards your skin





showrax

The finest value in Display Equipment-anywhere

This highly successful range of attractive and versatile shelving provides the specialised merchandising facilities necessary for the Chemist—and at the right price. The optional finishes include plastic-coated steel components in a simulated wood grain finish in addition to the standard pastel shades. Craftsman-constructed timber display cabinets, drawer units and counters complete a functional installation.

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Countrywide planning and survey service.

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COMPANY.....

ADDRESS.....

Tel. No. CD/267

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STABILISED PURE WHEAT GERM

For NERVES, HEALTH & ENERGY.

Well advertised, Finest Value.

Packed in 3 sizes—Don't be without FROMENT
when your customers ask for wheat germ.

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BELTS, TRUSSES, SUSPENSORY BANDAGES, ETC
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Tel.: 248227 (2 lines) 'Grams: Verlog, Nottingham

NO DOUBT

you have had enquiries for



The demand for cosmetics of purely vegetable and herb origin is steadily growing and the Health Food Stores are finding it a very profitable line **AND SO COULD YOU!**

May we send you details and price list?

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155/7 Pitshanger Lane, London W.5.
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WOTAN

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Easy to operate; suitable for local irradiation

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Sturdy construction; good concentration of radiation



Sold only against a medical certificate.

Manufactured by
Osram GmbH Munich
W. Germany.

Free booklet

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AEG

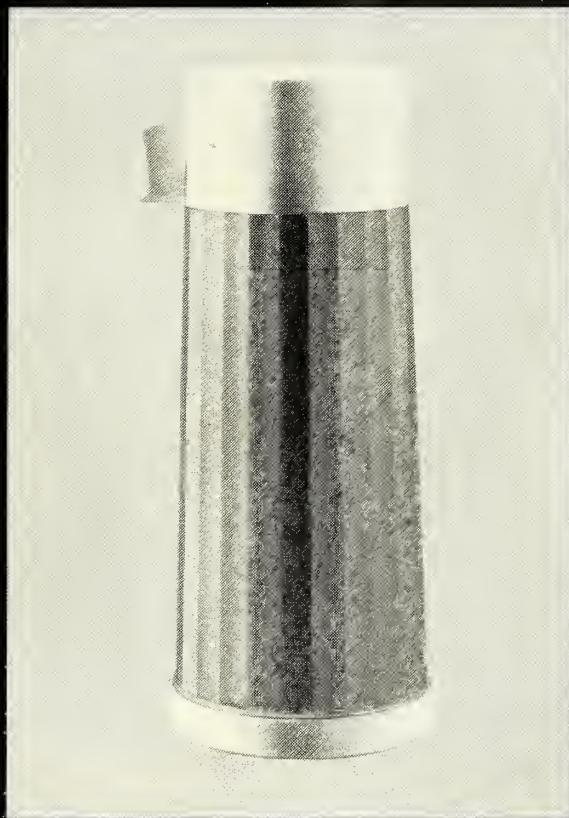
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Aladdin
REGD TRADE MARK

design with purpose



ALREADY SELECTED BY THE
DESIGN CENTRE
ALADDIN'S CONTINENTAL FLASK
TAKES AN AWARD AT
INTERPLAS '67

Britain's Plastics Exhibition
Interplas '67

design with purpose

Aladdin Continental Vacuum Flasks

Submitted by
Aladdin Industries Ltd.
of
Greenford, Middlesex

was adjudged an
outstanding example of
technical design achievement
in the field of
plastics fabrication
and as such was selected for
the design with purpose display
at Interplas '67

[Signature]
ALADDIN INDUSTRIES LTD.
GREENFORD, MIDDLESEX, ENGLAND

ALADDIN INDUSTRIES LIMITED GREENFORD MDDX



At last - the answer

no-rash

the **NEW** preventative & cure for
nappy rash **plus** big profits
for you

Tested and proved successful, No-Rash has undergone extensive sampling to Nursing Homes and new mothers and is advertised in national media. Get your stocks now and take advantage of these profits:—

Price to the Chemist	2/7d
Retail price	<u>3/11d</u>
Your profit	<u>1/4d</u> (normal Terms)

Normal Terms 51.6% on cost

Bonus Terms 13 to the dozen (on orders of one dozen), gives 64.1% on cost.

14 to the dozen (on orders of three dozen), gives 76.7% on cost.

Compare these terms with other products you may recommend for nappy rash.

A quick appraisal of the Formula will instil your confidence in No-Rash for counter prescribing.

No-Rash Formula

Dimethicone 350	10%
Benzalkonium Bromide	0.01%
Cetrimide	0.5%
Liquid Paraffin	25%
Cetosteryl Alcohol	5%
Chlorocresol	0.1%
Water Ad.	100%

Distributed by your local Onward wholesaler.

Manufactured by Burford Laboratories, Nottingham.

In case of difficulty in obtaining supplies please contact: Onward Pharmaceutical Services Limited,
North End Road, Wembley, Middlesex. Tel: 01-9022 303.

All orders from Wholesalers to Wembley.

Display and sell these preparations under YOUR NAME and BRAND...

We will design a Brand Mark for you—free of charge! Your own exclusive Symbol!

ANTITUSSIVE LINCTUS

2oz. Bottles cartoned. Nine label and carton designs. Showcard. Trade Price: 29/6 per dozen. Quantity discounts. (Exempt P.T.)

CATARRH & BRONCHIAL SYRUP

4oz. Bottles cartoned. Trade Price: 15/6 per dozen. 8oz. uncartoned 23/3 per dozen. Quantity discounts. (plus P.T.) Nine label and carton designs. Showcard.

CHILDREN'S ^{Cherry} flavoured COUGH SYRUP

2½oz. Bottles cartoned. Nine label and carton designs. Trade Price: 14/- per dozen (plus P.T.). 5 oz. bottles uncartoned. Trade Price 21/- per dozen (plus P.T.). Quantity discounts. Showcard.

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BRIGHTON, BN2 3QJ.

Telephone: Brighton 63084 (4 lines). STD 0273.

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WRITE, CALL OR PHONE (DEPT. CD)

Maldon Co-operative Society Ltd. Essex

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Alliance Works · Western Avenue · London · W3

Telephone: 01-992 0011

At some time or other
this Autumn every one of the
millions of readers of these
magazines would feel better for
YESTAMIN

11,014,000
read Woman

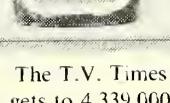


Each copy of Woman's Realm
is read by 5,769,000



13,431,000
look at the Radio Times

8,954,000
see *Woman's Own*



The T.V. Times
gets to 4,339,000

550-27 AND BOSTON 550-301 008.8



A black and white photograph of a vintage-style glass bottle of Yeastamin Vitamin Yeast. The bottle has a dark cap and a label that reads "for Vitality" at the top, followed by "YEASTAMIN" in large letters, and "VITAMIN YEAST" below it. The label also includes "Brewer's Yeast" and "Vitamin Yeast Yeast".



The T.V. World
gets to 2,600,000

And we'll be sending out thousands of Susan Maughan Beauty Books.

You stock it - we'll tell them !

YESTAMIN

English Grains Limited, Granary House, Burton-on-Trent, Staffs.

Consult

Thos Christy & Co Ltd

North Lane Aldershot Hants

for

**Contract Manufacturing & Distributing.
Toiletry, Cosmetic & Pharmaceutical
products**

**Write or phone
H R Duncan — Director**

Telephone Aldershot 24373



Topsy on TV again!

Topsy Baby Cream on TV in the North again — and on Scottish TV for the first time!

- Big sell campaign through October and November.
- Bright new commercial with catchy Topsy jingle.
- Over 1 million mothers of Children aged 0-4 will see the commercial between 5 and 10 times!
- Topsy now comes in choice of safe-to-handle plastic jar as well as top-selling tins.

Help yourself to the cream of the Baby Cream Market ...





and a two-way Topsy Bonus for you!

BONUS on **NEW** Topsy jars

Topsy Baby Cream now comes packed in a crisp, safe-to-handle plastic jar as well as Topsy's familiar tin. The new jars come in a 6-pack outer and recommended selling price is 3/- each.

Recommended selling price 3/-

List price 21/2 per doz.

+ 27½% P. Tax (5/10)

Bonus Each qualifying order of

2 boxes of $\frac{1}{2}$ doz. (12) invoiced as 10

Your return at 3/- jar £1.16.0

Cost to you £1.2.6

Your profit 13.6 **PROFIT ON COST**

60%

**OFFER OPEN FROM
SEPTEMBER 1st TO OCTOBER 31st 1967**

BONUS on top-selling tins

The familiar, money-spinning Topsy tin is still packed in display outers of 18 and qualifies for a bonus offer too.

Recommended selling price

1/3 per tin

List price 8/6 per doz.

+ 27½% P. Tax (2/4)

Bonus Each qualifying order of

2 boxes of $1\frac{1}{2}$ doz. (36) invoiced as 30

Your return at 1/3 per tin £2.5.0

Cost to you £1.7.0

Your profit 18.0 **PROFIT ON COST**

66 $\frac{2}{3}$ %

**OFFER OPEN FROM
SEPTEMBER 1st TO OCTOBER 31st 1967**

ORDER TOPSY NOW FROM YOUR WHOLESALER

BELLAIR COSMETICS LTD. (PHARMACEUTICAL DIVISION) NEW ROAD, WINSFORD, CHESHIRE. TELEPHONE: WINSFORD 2841/2/3



**Elida girl: "Hey Mum, look at this Twink competition.
We can win Woman's Own for a whole year."**

Quick, you'll be wanting a Twink
before Christmas anyway."



As you know, the Elida girl's mum is thinking of giving herself another Twink any time between now and Christmas. She just needs a nudge. That's why we've organised this fun Twink competition, with 500 full-year subscriptions to Woman's Own to be won. It gets full-page ads in Woman's Own during November; it could attract more than 4½ million entries. Make sure your customers get the message (the competition stays open till the end of February).

ELIDA

Paris • Vienna • London
make Sunsilk Shampoo; Sunsilk Hair Spray; Harmony, Melody and Sea Witch
Hair Colours; Pin-Up and Twink Home Perms; and new Shine Conditioner.



DRUM MAJOR

Distinguished in appearance, popular wherever it goes, the Little John Drum can always be seen way out in front amongst the world's most widely used containers.

For sheer adaptability it is unequalled and will hold products as diverse as powders, spices, fish-hooks and breadcrumbs and a host of other small commodities.

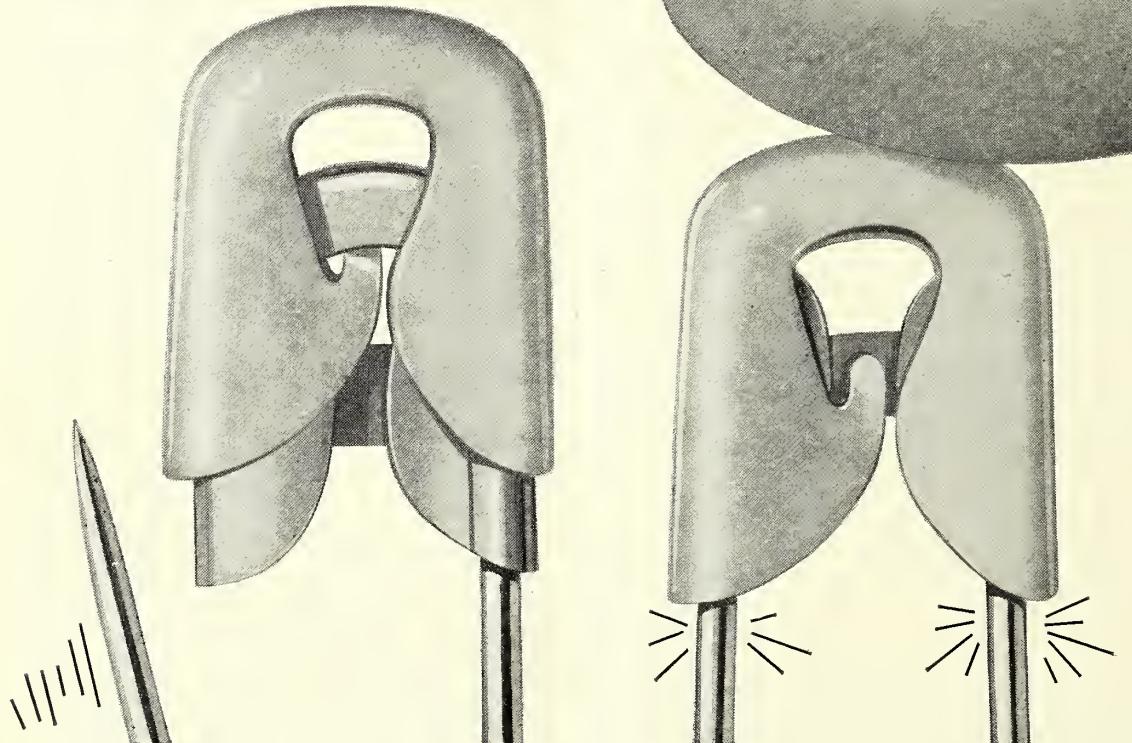
The Little John Drum is available in sizes up to 3" in diameter, plain or printed to customers' requirements and fitted with a plastic or metal snap-fit closure to ensure a powder-proof seal to the contents.



**ROBINSONS
OF CHESTERFIELD**

Robinson and Sons Limited Wheat Bridge Mills, Chesterfield
Telegrams: Boxes Chesterfield Telephone: 2105 (11 lines)
London Office: King's Bourne House, 229/231 High Holborn, London W.C.1.
Grams: Omnibox Holb. London Phone: HOL 6383

SNAP★LOCK



two heads are better than one...

especially when they're both fitted on this super-safety pin

Snap-Lock nappy pins have several unique features - the one we're most proud of is the double safety cap that makes the pin impossible to accidentally open once closed. No more punctured babies.



Simply snap the cap up to open - snap the cap down to lock. Additional advantages are fast selling Snap-Locks' stainless steel construction, easily sterilized, plus an extra sales point - 3 separate colour choices.

Only SNAP-LOCK has the double safety cap.

newey
goodman

NEWHEY GOODMAN LTD • ROBIN HOOD LANE • HALL GREEN • BIRMINGHAM 28

CLICK ! CLICK ! CLICK !

Click-a-Sweet

The NEW Pure Powdered Sweetener

DIS-PEN-SER

- ★ Simple to use
- ★ Most convenient to carry in pocket or handbag
- ★ One click gives required measured 'shot'
- ★ No additives and no after taste
- ★ Refills available

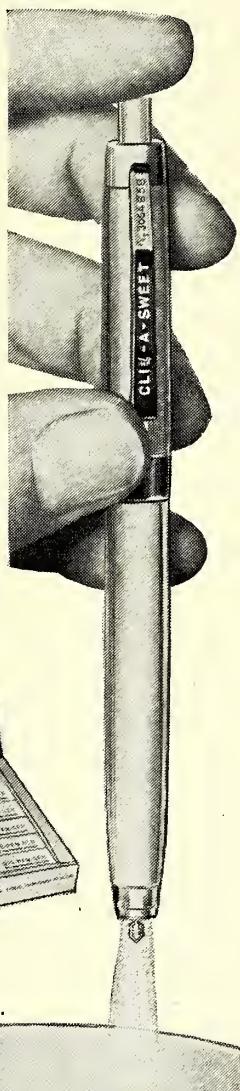
*The ideal Gift for
Slimmers, etc.*

Contents: 1750 m.g. of Sol. Sod. Sacch.

Retails at . . . 7 / 9
Refills 3 / 9



Attractive counter display pack
containing 1 dozen Dis-pen-sers.



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6 COULTER CLOSE · CUFFLEY · HERTS

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C & D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

October 14, 1967

No. 4574

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LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

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which includes The Chemist and Druggist Diary and Year Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).

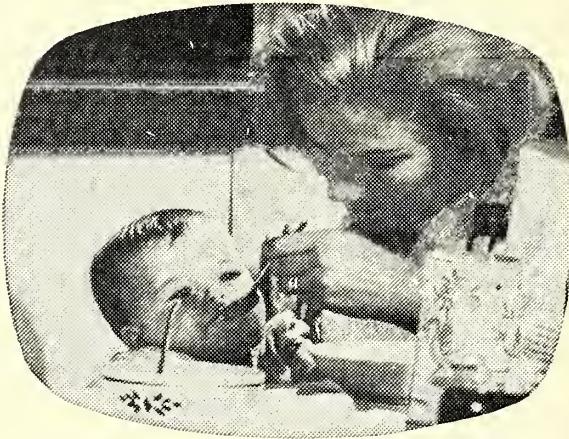


MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

(C) MORGAN-GRAMPION, LTD., 1967

20% sales increase when Farley's Rusks went on TV in Granada...

WELLCOME INSTITUTE LIBRARY	
Coll.	WelMOmec
Coll.	
No.	



**Now the biggest ever campaign for a
baby cereal on TV starting October 15th
in London • Midlands • Scottish • Southern
Westward and Ulster**

An overall 20% sales increase in Granada for Farley's Rusks and there's no need to take our word for it. Chemist, Mr. J. Fraser Bell of Crosby, Liverpool who supported the campaign with a window display said, "Sales almost trebled



during the TV campaign with the 18 Rusk Family Pack outstanding. There was a definite need for this larger pack and the TV campaign came along at exactly the right time to boost the demand even further."

profit from the swing to Farley's Rusks

FARLEY'S INFANT FOOD LTD · TORR LANE · PLYMOUTH · DEVON



C & D CHEMIST AND DRUGGIST

Volume 188

OCTOBER 14, 1967

No. 4574

Retail Price Maintenance BABY FOOD MAKERS WITHDRAW

THE makers of Cow & Gate and Trufood baby foods state that, after legal advice and careful consideration of the position of other infant food manufacturers, they have decided that they cannot successfully pursue their case for resale price maintenance and consequently are withdrawing all their conditions of sale controlling retail prices of their infant milk foods.

Unity in Pharmacy

PROFESSION'S CURRENT NEED

PROFESSIONAL unity was the theme of an address by Mr. Allen Aldington, (president of the Pharmaceutical Society) to a representative gathering of pharmacists at the Society's headquarters on October 3. The audience comprised members of the Society's Council, and representatives of the National Pharmaceutical Union, the Company Chemists' Association, the National Association of Co-operative Superintendent Chemists, the Guild of Public Pharmacists, and the Pharmaceutical Society of Northern Ireland. Mr. Aldington quoted Melanchthon, the theologian and reformer, whose injunction was: "In necessary things, unity." "Those four words," he said, summarise my hope for pharmacy at this time, as we enter what promises to be a crucial stage in the profession's development." The "necessary thing" was the Government's White Paper on medicines legislation. Its even more necessary successor—the parliamentary Bill—might, when enacted, shape the practice of pharmacy for the next fifty years. Ahead lay the task of convincing the Government that, in the public interest, the profession's policies should be reflected in the Bill. It was no mean task, but the profession was determined that the opportunity should not be lost.

European Aerosols

SUCCESSFUL EXHIBITION IN BERLIN

BRITISH participants at the aerosol exhibition organised by the European Aerosol Manufacturers (F.E.A.) in Berlin, September 15-19, covered all aspects of the aerosol industry, from the manufacture of filling equipment through propellants, valves, perfume compounds, pharmaceuticals and insecticides, to the multitude of finished aerosols which are nowadays available to domestic as well as industrial users. Although no exact figures of business

done were available at the end of the exhibition, all participants without exception declared themselves thoroughly satisfied with the arrangements made and with the many serious inquiries they had received, according to the *Board of Trade Journal*, October 6. Few exhibitors had actually booked firm orders but the majority expressed their confidence that inquiries on hand were most likely to soon produce tangible results. In general, all were agreed that the exhibition was, business-wise, more profitable than the previous one held in Milan. At the sixth International Aerosol Congress which was held concurrently with the fourth International Aerosol Exhibition, Mr. H. R. Hearn, chairman, British Aerosols Manufacturers' Association and chairman of the F.E.A. technical committee, was elected senior vice-president of the F.E.A. and thereby virtually becomes president-elect of the Federation. In view of the fact that there is not very much new in aerosols to be shown from year to year, the F.E.A. are understood to have considered staging the next Congress and Exhibition in June 1969 (probably in France) and thereafter every three or perhaps four years, the paper also reports.

Anti-Rheumatic Drug

BRITISH DEVELOPMENT ANNOUNCED

DETAILS of a new British drug against rheumatism are being given at the Congress of European Rheumatology being held in Lisbon this week. Workers at the Royal Victoria Infirmary, Newcastle upon Tyne, have been carrying out clinical trials on the drug, ibuprofen, which it is hoped, will help patients with rheumatic complaints who cannot take aspirin. One of the team, Dr. Thompson, who has said that the new compound has been found superior to paracetamol in controlled trials. So far there is no evidence of side effects. At present its use is restricted by the Dunlop Committee to

a few selected hospital centres. Dr. Thompson stressed, however, that the compound should not be regarded as "a wonder drug," but his paper would show that ibuprofen has proved effective in relieving pain in patients suffering from rheumatoid arthritis. It has been well tolerated, without side-effects, in short term trials involving patients who have been unable to take aspirin preparations and other analgesic and anti-inflammatory compounds. Dr. Thompson's research unit has been helped by grants from the Arthritis and Rheumatism Council. [Ibuprofen is manufactured by Boots Pure Drug Co., Ltd.]

Pharmacy Relics

RECENT SALE ROOM OFFERS

MORTARS from Wingfield Hall, Norfolk, sold at Christie's sales rooms in London recently included one made in the mid-17th century by Edward Neale and which bore his arms — three bells. The mortar had the unusual inscription: "Edward Neale made mee: Richard Hayns: Anne his wife" and sold for £68 5s. There are few English mortars bearing a woman's name. Edward Neale, son of Henry Neale of Burford, Oxon, was recorded by Miss Agnes Lothian (C. & D., June 28, 1958, p. 711) as the founder of several mortars with the effigy of Charles II. One of them, sold at Christie's in 1933, was said to have belonged to Nicolas le Fèvre. In the same sale a 6-ft. narwhal's



The Liverpool delft blue and white pill tile sold at Christie's. It is 10½ in. high.

horn (the Unicorn's horn well known in medieval medicine) made £115 10s. At another Christie's sale a Liverpool delft blue and white pill tile with manganese rim, was bought for £441. Two Lambeth drug jars went for £39 18s. each; one with angel's head design fetched £147, and a syrup jar, c. 1650, bearing a pipe-smoker's label, £231.

Special Meetings

WHITE PAPER AND SAINSBURY REPORT

FOUR Sunday meetings have been arranged by the Pharmaceutical Society's Scottish Department to inform members of the Council's views and policy on the White Paper on proposed medicines legislation. Each meeting will be addressed by a member of Council and starts at 2.30 p.m. The following venues have been chosen:—Tree-tops hotel, Springfield Road, Aberdeen, on November 5 (addressed by Mr. J. B. Grosset); Cummings hotel, Church Street, Inverness, on November 12 (Mr. J. A. Myers); Heriot-Watt University, Chambers Street, Edinburgh, on November 19 (Mr. J. P. Bannerman), and Room 449, University of Strathclyde, Glasgow, on November 26 (Mr. J. B. Grosset). In London, the Pharmaceutical Society has arranged an evening meeting at the School of Pharmacy, University of London, Brunswick Square, London, W.C.1, at 7 p.m. on November 16, to discuss the Sainsbury report on the pharmaceutical industry. The

president (Mr. A. Aldington) will be in the chair and speakers will include Dr. F. Hartley (dean of the School of Pharmacy, University of London), Mr. C. C. Stevens (a member of Council) and Mr. J. A. Baker (chief pharmacist, Westminster Hospital, London).

IRISH NEWS

THE REPUBLIC

Examination Results

SUCCESSFUL CANDIDATES

RESULTS of the Second Professional Examination conducted by the Pharmaceutical Society of Ireland have been announced as follows.—*Pass.*—J. Byrne; F. M. Cahill; J. W. B. Griffin; T. Kelly; Marie T. Leane (*née Buckley*); Nora M. McCarthy; Mary O'Donoghue. PHARMACEUTICAL ASSISTANTS' EXAMINATION results are as follows.—*Pass.*—E. Cotter; Mary Crosse; Mary T. Kilroy; Margaret A. Lehane; A. C. MacEneaney; Nora P. MacMahon; Mary T. Murray; Anna M. O'Donnell; Elizabeth C. O'Toole; Mrs. O'Sullivan.

Society's Council

NEW MEMBER TO FILL VACANCY

THE vacancy on the Council of the Pharmaceutical Society of Ireland created by the death of Mr. John Gleeson, has been filled by the election of Mr. John William O'Farrell

DISPENSING COSTS INQUIRY

"A hold-up," Co-operative superintendent chemists told

THE current inquiry into dispensing costs is being held up because accountants of twelve pharmacists have not supplied the necessary figures. Mr. J. Wright (secretary, Central N.H.S. (Chemist Contractors) Committee) told the annual conference of the National Association of Co-operative Superintendent Chemists held at Folkestone October 1-4. Mr. Wright said that although some delays were inevitable, every endeavour was being made to obtain the necessary data to complete the survey. The committee was also actively engaged in seeking a rise in the notional salary for proprietor pharmacists and a claim was to be made for a further increase in the container allowance following the surcharge put on prices by United Glass, Ltd. A substantial claim was being put forward for out-of-hours calls, based, as with the medical profession, on one fee up to midnight and a separate fee from midnight to 7 a.m. A new inquiry was being made into the supply of rigid containers for tablets.

Following the opening of the conference by the mayor of Folkestone (Councillor D. J. Setterfield), the Association's president (Mr. G. Nield) had commented on a number of problems now facing pharmacy as a profession, including the White Paper on medicines legislation and health centres. He also referred to the declining number of chemist-opticians. Mr. Nield reviewed the prospects for Co-operative pharmacy—controlling over 700 pharmacies—and stressed the need for large, modern pharmacies to combat inroads into

their trade being made by non-pharmaceutical multiples.

Among other speakers during the week was Mr. K. Donnison (chairman, Co-operative Union technical panel of chemists and a member of the Central N.H.S. Committee), who reported on the work of the bodies on which he served, and Mr. Mervyn Madge who spoke on pharmaceutical affairs in Common Market countries.

At a dinner on October 2, the reply to the toast "The Guests" was given by Mr. A. Aldington (president of the Pharmaceutical Society) who said that it was well known that the Co-operative movement took pride in its pharmacies. Commenting on the recent White Paper, he said that no legislation could be adequate to the needs of the current situation if it disregarded the advice that pharmacists, speaking with one voice, intended to offer. "We shall assert pharmacy's claims—certainly—but in doing so we shall be motivated by the public interest." There was a clear duty upon the Government to accept that no medicine should be supplied to the public without qualified supervision and the pharmacist was the best qualified and best placed to maintain watch, and to caution the public. He must not be obstructed in his task by a Bill that allowed medicines to be sold by general stores. Among those present during the week was Mr. F. Robinson who, besides being vice-president of the Association, is the first pharmacist to hold office as president of the Co-operative Managers' Association.

(managing director, Bayer Products Co., Ltd., Dublin, and a director, Bayer Products Co., Surbiton, Surrey. The election of Mr. O'Farrell was announced at the annual meeting of the Society at the College of Pharmacy, Dublin, on October 9. The six outgoing members were declared unanimously re-elected. They are: Messrs. H. P. Corrigan, J. B. Murphy, C. J. Cremen, V. G. McElwee, W. E. Boles and T. B. O'Sullivan.

Drugs Advisory Board

ADVICE ON PROCEDURE

THE National Drugs Advisory Board of Ireland wishes to draw the attention of all pharmaceutical companies (including manufacturers and distributors) to the following statement:—"Pursuant to its functions as set out in the National Drugs Advisory Board (Establishment) Order 1966 the Board requests that, before the introduction of a new or reformulated drug into Ireland, either for the purpose of clinical trial or marketing, the pharmaceutical company concerned should present to the Board documentation of the investigative and other work relating to the drug in order that the Board can assess its safety for administration to human beings." Copies of the procedures, outlining the information required, are now being circulated and may be obtained from the offices of the Board, 6 Fitzwilliam Place, Dublin, 2, Irish Republic.

IRISH BREVITIES

THE REPUBLIC

THE Irish Materials Handling Exhibition is being held at the Royal Dublin Society, Dublin, October 16-20. Opening hours are 10.30 a.m. to 6 p.m., extended on October 18 and 19 until 9 p.m.

THE following have been elected officers of the Association of Hospital and Public Pharmacists for the year 1967-68: *Chairman*, P. M. Browne; *Vice-chairman*, P. Fullam; *Treasurer*, Miss N. J. McCarthy; *Secretary*, Miss A. McCarthy.

A LECTURE on "The Rôle of the Bureau of Drug Abuse Control of the Food and Drug Administration" is being given in the College of Pharmacy, Dublin, at 8 p.m. on October 17, by Mr. E. J. Anderson (director of investigations of the Bureau, Department of Health, Education and Welfare, Washington, D.C.).

OVERSEAS NEWS

UNITED STATES

Tetracycline Licence Decision

THE Federal Trade Commission in Washington, D.C., on October 5 announced that it was issuing a final order directing Chas. Pfizer & Co. and the American Cyanimid to licence other domestic firms to make and sell tetracycline on payment of a 2.5 per cent. royalty. The commission, however, dismissed the portion of the 1958 complaint charging the two firms with fixing prices for the antibiotic.

NEWS IN BRIEF

A NEW catalogue of Medical Research Council publications has been issued by H.M. Stationery Office. It is revised to March 31.

INSTRUCTIONS for the inclusion of "multiple responsibility points" in the calculation of allowances for group pharmacists in hospitals are set out in P.H. circular 43 issued by the Pharmaceutical Whitley Council, committee C.

THE inaugural lecture of Professor E. W. Horton as Wellcome professor of pharmacology at the School of Pharmacy, University of London, on "Drugs of Animal Origin" (see *C. & D.*, May 13, p. 454) has been published in booklet form.

THE Duke of Edinburgh will attend the second general meeting of British National Export Council members at ICI House, London, on November 1. Prince Philip will be on the platform and is expected to take part in the discussions which will centre on "What more can B.N.E.C. do to increase exports?"

SPORT

GOLF

IRISH CHEMISTS' GOLFING SOCIETY. The season closed at Elm Park golf club on September 27 when over seventy members turned out to compete for the President's trophy which was won by Mr. Jim Brosnan from Kenmare who returned thirty-nine off a seven handicap. Members were later joined at dinner in the clubhouse by Messrs. H. Boyd, C. Hall, T. Bogues and D. Moncrieff of the Ulster Chemists' Association while Mr. J. Howard, the local captain and a member of the Society, represented the Elm Park Committee. Prizes were presented by the president (Mr. B. R. Smith) and other speakers included the captain (Mr. Cyril Staunton) and the Northern Ireland guests. Results of other competitions held during the afternoon were as follows. — *Class A*, 1, T. J. Lynch (6), 34; J. Power (9), 34. *Class B*, 1, Tom Hogan (13), 34; 2, A. Walsh (11), 31. *Class C*, 1, J. J. Howard (17), 34; 2, John O'Connor (15), 33. *Class D*, 1, M. O'Shaughnessy (19), 30; 2, W. Carvill (20), 27.

SHROPSHIRE AND MONTGOMERYSHIRE PHARMACEUTICAL GOLFING SOCIETY. A competition with the Birmingham and Worcestershire societies was played at Ludlow golf club recently. Results: *Morning game (nine holes)*, B. Hall, Worcester, (9) 29; *Horlicks Cup*, D. Haywood, Calmnic, Ltd., (6) 72; *Ashe Tankard*, J. D. Cuzner, Birmingham, (7) 75; *Runners-up*, P. Crew (12) 73; J. McColl, (12) 73.

THE LONDON CHEMISTS' GOLFING SOCIETY. Last meeting of the season (President's Day) was held at Richmond golf club, Sudbrook Park, on September 28. In the evening the president (Mr. H. Coward) gave a stag supper for members. Results: (Medal) *President's Putter and prize*, H. L. Duckering (16) 66, Scott & Bowe '471' prize, H. Coward (12) 70 (winner from Mr. R. H. Lushington with a better back nine). (Stableford) *Professor Flint cup and prize*, G. Smith (11) 38 points. The club states that they still have vacancies for new members, who must be pharmacists or directly connected with the wholesale or retail chemists trade. Applications for next season should be made to R. J. Boulderstone, c/o Glastics Ltd., 9 Salisbury Road, Barnet, Herts.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY BRANCHES

Burnley.—Chairman, B. Thomas; Vice-chairman, M. McGrail; Treasurer, M. Wiltshaw; Secretary, P. Harrison, 717 Bacup Road, Waterfoot, Rossendale, Lancs.

TOPICAL REFLECTIONS

By Xrayser

Sainsbury report

The sale and the prescribing of medicines have been the focus of close and detailed scrutiny in recent times, the recent White Paper on Medicines having now been appropriately in the circumstances, joined by Sainsbury in a "blue paper." ("Dissolve the contents of the 'Blue Paper' in half a glass of water, add the contents of the White Paper, etc.") Whatever may be thought of the recommendations and the conclusions of the Sainsbury Committee of Inquiry, it is not possible to level the charge that that body has taken its duties lightly. A mass of statistics has been gathered over a very wide field. Some of the information gathered, particularly that in the case of ascertaining what doctors would prescribe for five different conditions—a question of theory alone—I found far from convincing. Surely that kind of evidence is available from Ministry figures based on actual practice in the field. But, as in every survey of the kind, the picture does not emerge in a clear black and white, and the Committee has not been slow to commend much of the field examined. I read with much interest and sympathy its dilemma in the matter of brand names, for it seems to have reached its conclusion for future abolition almost against its own judgment, pharmacists have long and painful experience of being compelled to take into stock yet another brand-name product when half-a-dozen of the same substance are already on the shelves. But I cannot see that the situation, from our point of view, would be made any easier by the use of the manufacturer's name by the doctor prescribing a medicine. That would be unlikely to lead to any diminution in the stocks of identical products. The pharmacist's position in that direction does not seem to have attracted much attention. Taken all over, the subject is one on which it is very difficult to generalise. Yet, where there is large public expenditure, as in the field of National Health Service, the Government would be lacking in its duty if it neglected to satisfy itself that no more was being paid than was fair and reasonable. There may be differing opinions on that, but an effort has to be made, and we are all taxpayers.

Medical representatives

The Sainsbury Committee seems to have had some difficulty in making up its mind on the value and the qualifications of some medical representatives, and the evidence given by doctors on the subject cannot have given much help. Again that is a question about which it is impossible to generalise, for there are wide differences in the quality of those interviewing doctors. I have met some—and they are not by any means numerically overwhelming—who have been well equipped for the task. They are—or were—pharmacists; they made it their duty to acquire more than the rudiments of their job and their interest extended beyond the current product it was their task to "sell" to the doctors. There have been others, over the years, whose claims to introduce products to the medical profession rested upon the flimsiest of foundations, and whose training and qualifications were not markedly noticeable. I think it is perhaps true to say that all of us have formed our own conclusions on the matter of the manufacturers, their products and their marketing methods. Some merit the highest possible rating, but there are others who do not attract the same degree of admiration.

Control

The whole picture for the future is one of increasing control in many directions, and it will be the duty of our liquidators to see that that control is exercised in such a manner as to leave elbow-room for inspiration and initiative. It is evident, from the very informative address of M. Vigan (president, *Union National de Grandes Pharmacies de France*) that pharmacy in that country is facing the problems inseparable from the involvement of State finance in a particular profession or industry (p. 324). It is inevitable that somewhere, at some point, attempts will be made to ensure that value is being obtained for outlay. On the face of it that is not unreasonable, but interference with established practice must be exercised with care and with knowledge.

PRESENTATION TO PHARMACIST

Award for the "Aberdeen system"

THE first Merck Sharp & Dohme award was presented to Mr. Graham Calder, group chief pharmacist, Royal Infirmary, Aberdeen on October 9, by Mr. G. T. Morson, M.C., (managing director of the company). The award, given in conjunction with, and on the recommendation of, the Guild of Public Pharmacists was for Mr. Calder's work on "aspects of the integration of the pharmacist into the ward therapeutic team."



Mr. Calder (right) receives the award from Mr. Morson.

Mr. Morson told his audience which included the president of the Guild of Public Pharmacists and the Pharmaceutical Society of Great Britain, that there were a number of similar Merck Sharp & Dohme awards granted all over the world but the United Kingdom organisation considered that the one offered in collaboration with the Guild took pride of place.

The award, worth £250 in any one year, is given to "somebody who could show he had found something in pharmacy worth investigating in advance of his professional colleagues."

He also referred to the Sainsbury report and pointed out that the company's total research expenditure would exceed £16,000,000 this year and he hoped that any outcome of the Sainsbury Committee report would not damage or curtail "that tremendous research effort."

Mr. D. F. Smith, (president of the Guild of Public Pharmacists) welcomed members of the invited audience, then asked Mr. Calder to give an address based upon the findings of the project he had carried out. His paper consisted of a report of the work done in Aberdeen general hospitals during recent years on the prescribing administration and distribution of drugs in a large hospital complex. He reported on work done in the logistics and mechanics of the integration of the pharmacist into the ward therapeutic team and the design of a drug distribution system. He recalled the origin of the work (see *C. & D.*, March 12, 1966, p. 252), in Aberdeen Royal Infirmary when about four years ago, a difference of opinion between a doctor and a nurse over the administration of a drug to a patient began a series of investigations into how a drug was prescribed, recorded, distributed and administered. It was found that although the work was conscientiously and competently per-

formed the method produced a situation which appeared potentially dangerous. Similar investigations in the London Hospital, in Belfast and in one or two centres in America confirmed that there was a universal problem demanding a thorough, scientific investigation, and that in almost all instances the pharmacist and his expert knowledge of drugs and pharmaceutical preparations were not being used to their best advantage. Mr. Calder described the evolution and evaluation of a method of prescribing and administration of drugs in which the prescribing sheet encouraged careful concise prescribing habits giving clear information to the nurse. The recording sheet provided the means for a simple quick record of *all* drugs and pharmaceutical preparations administered to the patient. The documents were also designed to give good drug records that could be handled by a computer system. The information contained in the documents was now being used to give a drug monitoring system and the monitoring of adverse reactions was becoming possible.

The next logical step was to investigate the supply of drugs to the ward. The new prescription and recording method allowed a fresh approach to distribution methods which could be at the same time linked to the pharmacist being incorporated into the ward therapeutic team.

Pre-packed Units

The Aberdeen system was essentially one using the pharmacist as a member of the ward team who instigated the supply of drugs. The pharmacist read and checked so many prescriptions as was possible and either supplied the correct pharmaceutical preparation himself or arranged for its supply. Other non-prescription pharmaceuticals such as disinfectants were supplied on a full-for-empty basis. The pharmaceutical preparations were supplied as standard, uniform pre-packed units and no attempt was made to individually dispense them.

It became obvious that for efficient working it was necessary to have standard pre-packed units. It was therefore decided that an evaluation of the best pack size for each drug should be undertaken. The only criteria was that the pack size would consist of one week's usage of the preparation in an average ward, or as near to that figure as was practicable. Ward standby stocks were replenished at the instigation of the pharmacist and not the nurse.

The problem of "once-only" drugs and prescriptions for patients going home was also investigated and the system was evaluated in two geriatric long stay hospitals where there was no pharmacist and both hospitals were approximately 2½ miles from the parent hospital. The results were satisfactory and indicated that for each 24-bed unit there was a standard relatively static drug range, and relatively few changes in prescriptions from week to week.

It was now possible to give a total drug history of patients of Aberdeen General Hospitals and to relate that to diagnostic categories. It was also possible to give a complete list of patients who have had a particular drug. Suspected side effects of drugs could therefore be investigated fully. The problem was "to update" that service so that the information could be provided for patients being currently treated. The opportunities which the ward pharmacist had to investigate problems concerning the quality control of drugs, in the situation in which they were used, was a further advantage of the ward-pharmacist system. Manufacturers relied on accelerated storage tests to determine stability and efficacy under various storage conditions, but were disinclined to "date-life" their products because they could not control subsequent storage conditions after the product left their hands. If details on the actual physical condition and any other relevant information was available products could be given a "date-life" with more confidence. A further advantage was that continuity of information would be ensured leading eventually to improvement of production formulation. Mr. Calder said the pharmacy organisation was the best suited for the adding of chemical substances and drugs to, for example, intravenous solutions "in the clinical area." He added "I fear this is little chance of complete success unless or until there is a system of pharmacy internship in the hospital service." The problem of the grade of staff used as a ward pharmacist was discussed and the opinion expressed by Mr. Calder was that a hospital post-graduate or post-qualification internship would be of great advantage and such students would make ideal ward pharmacists.

MANUFACTURERS' ACTIVITIES

Students Compete to Design Trophy. — Clairol, Ltd., 66 Baker Street, London, W.1, have invited students from the Hornsey College of Art, London, to design a trophy for the winner of an award to the hair fashion industry.



AFTER THE DECISION: Mr. E. G. Burt (left), director, E. C. DeWitt & Co., Ltd., shaking hands with Mr. R. J. Pascall, director, Potter & Clarke, Ltd., after the two companies had decided to combine their sales teams. E. C. DeWitt recently launched on a plan of expansion. About a year ago they increased their sales force from five to ten shortly afterwards their offer of service of representation for F. C. Paton (Southport), Ltd., was accepted.

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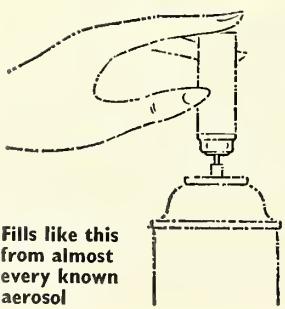
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Fewer Pharmacists in Ulster

NORTHERN IRELAND SOCIETY'S ANNUAL MEETING

A REDUCTION in the number of pharmaceutical chemists, registered druggists and apprentices on the registers of the Pharmaceutical Society of Northern Ireland in 1966 compared with the two previous years was reported by the president (Mr. A. T. Hardy) at the Society's annual meeting in Belfast on October 2.

In 1964 there had been 1,153 pharmaceutical chemists, in 1965 1,145 and in 1966 1,140. There were fifteen registered druggists in 1964, eleven in 1965 and thirteen in 1966, while the number of apprentices had decreased from 102 in 1964 to 89 in 1965 and 79 in 1966. The number of licences issued for pharmaceutical chemists in 1966 was 688 compared with 711 in 1965 and 722 in 1964.

Council Members Returned

The president declared Messrs. H. G. Campbell, J. Kerr, W. Donaldson, and G. E. McIlhagger were re-elected to the Council of the Society having been returned unopposed and Mr. R. M. Watson, was re-elected as the Drugists' representative.

A minute's silence was observed by the members as a mark of respect to the memory of several deceased Council members, including former president, Mr. A. Templeton, whose death occurred recently.

THE PRESIDENT referred to the resignation from the Council during the year of Mr. N. C. Cooper on his appointment as pharmaceutical advisor to the Ministry of Health and Social Services. The vacancy had been filled by Mr. M. T. McGread, Omagh. The Council were sorry to lose Mr. W. C. Tate, a former president and a member of the Council for almost thirty-five years, who did not offer himself for re-election. Mr. A. N. Morrison, who had been co-opted by the Council had shown undoubted ability as a member of the Future of Pharmacy Committee. He had also occupied the post of secretary to the Conference Committee.

During the year the Future of Pharmacy Committee had presented a report on the pharmaceutical services to the Council, which had passed it to the Ministry of Health and Social Services. It was hoped to discuss the report with Ministry officials in the near future.

The Committee had also prepared a report for a pharmaceutical service in the new city of Craigavon, which was currently being considered by the Local Pharmaceutical Committee.

A deputation from the Council had submitted answers to certain questions on the invitation of the Pemberton Committee, which is investigating the cost of prescribing and sickness benefit.

Reporting on the examinations, the president said the results would appear to be satisfactory.

Referring to legislation, the president recalled that a year ago he had referred to the fact that it was hoped to introduce, in August 1967, regulations to raise the standard of education necessary for registration as an apprentice to the level required for admission to the degree course. At the same time the opportunity would be taken to extend to three years the course for the Part II examination. In December 1966, such regulations had in fact been made by the Council and had come into operation on August 1, 1967. They were, however, short-lived and were revoked and replaced by new regulations on August 7.

Explaining the reasons for their short existence, the president said that when the Council put forward proposals for making the degree compulsory for registration as a Pharmaceutical Chemist they were reminded that the change would necessitate some amending of the Pharmacy Acts. They were also told that "the pipe-line for new legislation was choc-a-block." However, a Bill had been drafted and after discussion and change was submitted to the Senate and, later, the Commons. A speedy passage through both Houses enabled the Act to be brought into force on August 1, the same day on which the regulations made in December 1965, became operative.

Practical Training

The new Act and the regulations were at variance in that the former provided for a one-year period of practical training while the latter allowed for a two-year period. New regulations therefore had to be drafted, which came into force on August 7. Mr. Hardy complimented the Education Committee on its work.

Under the new Act candidates entering pharmacy would now be registered as students, not as apprentices, and they would undergo practical training, not apprenticeship. The Council had been relieved of its statutory duty to hold examinations and its power to recognise the degree in pharmaceutics of Queen's University, Belfast, had been extended to cover the degree awarded by a university or other institution of similar academic status in the United Kingdom.

The new regulations required a candidate wishing to register as a student to satisfy university entrance requirements and then to take one of the recognised degrees. An innovation was that service in the pharmacy department of a Northern Ireland hospital

where a registered pharmacist was employed full-time was recognised as practical training. No student could spend more than six months of the one year period in a hospital pharmacy. Either the full period, or at least half of it, must be undertaken in a retail pharmacy. Graduates must also pass an examination held by the Council in forensic pharmacy. No provision, by way of syllabuses is made for the Council of the Society to hold its own examinations. Provision was also made for the raising of the retention fee to £5 5s.

Speaking about future plans for pharmaceutical education, the president said the Council was not happy with the proposal that pharmaceutical education should be transferred to the new regional college to be built at Jordans-town, co. Antrim. The proposal did not comply with the Lockwood Report on Higher Education which said that university education should be conducted within the university. The proposed arrangement was intended to be only temporary following the closure of the pharmaceutical department in the College of Technology but the Council were afraid that after a large sum of money had been spent on the regional college it would become permanent. The Council would prefer their students to be within the university and under its control. The proposed regional college was accepted by Queen's University for tutorial purposes added the president.

The report of the treasurer (Mr. R. M. Watson) was approved.

A vote of thanks to the president was proposed by Mr. J. A. BROWN.

EXPANSION PROJECTS

FURTHER details of the £750,000 extension being carried out to the pharmaceutical building of the Wellcome Chemical Works at Dartford (see *C. & D.*, July 1, p. 15), have been announced. The extension will accommodate the manufacturing, filling and packaging of liquids, creams and ointments. The existing 260 ft. long packaging hall will be extended by a further 200 ft., while manufacture will be carried out in a tower block at the end of the extended hall. Another manufacturing area will centralise the preparation, filling and inspection of all the company's extensive range of injection products. A second floor to that part of the extension will house changing rooms for workers in the sterile area below, offices and the works training department. Advantage has been taken of the sloping site to excavate a basement to house drugs and packaging materials as well as a cold room for finished products. Work on the building is well advanced.

Irish Pharmaceutical Congress

SEMINAR ON PROPOSED NEW UNIFYING BODY FOR PHARMACY

IMPORTANT recommendations affecting the future structure of pharmaceutical organisations in Eire are to be submitted to the general body of Irish pharmacists for voting on in the near future. That was the unanimous decision of pharmacists attending a seminar on "Pharmaceutical Organisation" during the recent Irish Pharmaceutical Congress in Dublin.

Before the gathering was placed the report of the exploratory committee set up in May to inquire into the present organisational structure of pharmacy and to make recommendations on setting up a new organisation to represent the professional interests of pharmacy (see *C. & D.*, July, 1, p. 16).

Membership

It is proposed that the new Association should be constituted as follows:—

(1) Membership to be open to everyone on a qualifying Register of the Pharmaceutical Society of Ireland (Register of Pharmaceutical Chemists; Register of Dispensing Chemists and Druggists; Register of Registered Druggists and Register of Assistants to Pharmaceutical Chemists) as well as graduates in pharmacy of a recognised University or College in Ireland:

(2) The controlling body to be an executive committee of twenty-one members, consisting of fourteen elected members and seven co-opted — one seat to each of the committees recommended to represent the present groups within pharmacy. (Groups represented would be hospital and public pharmacists; pharmaceutical industry; employee pharmacists; proprietor pharmacists; medical representatives; college staff and students (graduate section));

(3) The presidency to be an honorary position, subject to annual election. The president to be the official representative and spokesman at all official functions. He would chair meetings of the executive and would carry a casting vote as well as a deliberative vote, should the necessity arise.

(4) A salaried director responsible to the executive for all matters pertaining to the organisation to be appointed. He would formulate, and actively pursue, with the assistance of the executive, the policy of the new organisation. (The original recommendation that a salaried chairman with no vote be appointed was defeated in favour of the amended version by thirty-seven votes to eighteen);

(5) The decisions of the executive to be final and to be honoured by all members. It is envisaged that, bearing in mind the recommendations and advice of its specialised committees, the executive may, at its own discretion, empower subcommittees or individuals to act on its behalf. It is hoped that the executive committee would encourage the formulation and adoption of a code of ethics for pharmacy;

(6) A secretariat, responsible to the director, should be established. It is strongly recommended that it should consist of two sections — one each to deal with professional and commercial aspects;

(7) To enable staff employed by existing organisations to be absorbed. An annual

subscription of £7 7s., with additional charges for specialised services is recommended.

(8) Close co-operation between the proposed organisation and the Pharmaceutical Society of Ireland in relation to the functions peculiar to the Society is recommended;

The report stated that some of the committee thought that further consideration should be given to another proposal by the chairman (Senator Garret FitzGerald) to the effect that the Pharmaceutical Society should seek to broaden its powers since (a), it is a well-known and respected body, occupying a unique position in the pharmaceutical and public mind and (b) it is already engaged in activities that are not specified in the Acts. The proposal stated the Society would appear to possess the greatest potential for the furtherance of professional activities. With the possible termination of its responsibilities in educational matters, more time and capital would be available for an enlarged field of activity. That would necessitate a change in the Society's structure but "we feel it would be worth examining this possibility."

The possibility of the director being a qualified pharmacist had been discussed, but no decision was reached. It was recommended that, all things being equal, the director should be a pharmacist. Classification and degrees of membership was raised but not finally decided upon.

MR. J. E. BURRELL (chairman, Irish Pharmaceutical Association) told the seminar that the recommendations were the salient factors which, the committee thought, would contribute to the successful launching of the new organisation. "You may find in these recommendations the germ of a new organisation, which, we know, is really needed in pharmacy."

SENATOR FITZGERALD, who presided at the seminar, explained that the proposals envisaged that the organisation should embrace all existing pharmaceutical organisations, with the exception of the Society.

Fate of Existing Bodies

MR. P. CAHILL who asked how the proposed £7 7s. subscription would be related to the present £10 10s. Irish Drug Association subscription, was told by Mr. BURRELL that all existing bodies would disappear. There would be no I.D.A. and everybody would belong to the one organisation, with one fee to cover everybody. Specialised services would be extra.

In reply to MR. T. R. MILLER, SENATOR FITZGERALD said that the inclusion of graduate students as a group was intended to provide such students, not yet on the Register, with a vote to enable them to elect a newly-qualified graduate.

Regarding the original proposal that a salaried chairman, who would not

possess a vote, should be appointed, MR. BURRELL said it had been felt he should formulate policy and carry out the wishes of the Executive. MR. F. R. MILLER suggested that a paid secretary could fulfil that function, without being chairman.

Regarding the position of the Pharmaceutical Society of Ireland, SENATOR FITZGERALD said that at the seminar in May it had been considered impracticable for the Society to develop along the lines proposed. It had therefore been decided by the majority of the committee that they would have to have a separate body although it might be possible for a merger to take place in the future. When MR. JOHN BURKE asked whether the new organisation would be an interim one SENATOR FITZGERALD replied that it would be interim only in the sense that it did not preclude the possibility of a merger, if that should become feasible later on.

A Paid Chairman

The president of the Society (MR. M. L. CASHMAN) told Mr. Purcell it was not possible to state when the Society's financial obligations for education would terminate. That would depend on when the recommendations of the Commission on Higher Education were implemented. He agreed that a chief executive officer would be preferable to a paid chairman to formulate policy in the new organisation. In the present age trained personnel were required to ensure continued application of policy.

MR. BURRELL said the proposed subscription had been calculated on a possible membership of 2,000. Holding that a £7 7s. subscription was insufficient, MR. FRANK WALSH commented—"This body must be run by professionals. The days of amateurs in professional organisations are gone." He favoured the appointment of a paid chairman which, he said, was in keeping with the practice of all modern organisations. A revenue of £14,000 would not be sufficient, considering that the work now undertaken by the I.D.A. would have to be included.

SENATOR FITZGERALD pointed out that persons requiring the service now carried out by the I.D.A., would have to pay more for specialised services.

DR. W. E. BOLES who asked what group would look after the interests of companies keeping open shop was told by MR. BURRELL that the idea was to keep the number of subcommittees as small as possible. SENATOR FITZGERALD added that in the Cosmetic and Photographic Associations, most members were pharmacists but that would be a marginal issue.

Asked by MR. M. MARTIN about pharmaceutical industry employees and medical representatives, MR. BURRELL said that they would be catered for under present union status.

When MR. BURKE asked what would

be the position regarding non-pharmacist proprietors, MR. BURRELL said that was a matter that had not been envisaged but which could be investigated by the new organisation. He presumed that such persons would be represented through their managers.

Replying to MR. R. C. O'HIGGINS, MR. BURRELL said he hoped the committees would be elected by the ordinary members of the different groups.

MR. WALSH considered that a proliferation of committees might lead to endless trouble and suggested that the groups be reduced to proprietor pharmacists, employee pharmacists, college staff and graduates. MR. BURRELL replied that the idea of having seven seats reserved to representatives of the various committees was to leave the general executive free to deal with the really important matters—less important matters could be referred to the groups concerned.

MR. MILLER disagreed with Mr. Walsh that the number of groups be reduced and Mr. Walsh's proposal was defeated on a vote.

MR. M. BROPHY thought that having "all these committees, with no real

power, but referring back decisions to the executive" would be unworkable.

MR. O'HIGGINS thought the I.D.A. section should deal with trade problems and the "umbrella" organisation with professional matters. MR. WALSH said that the line of demarcation between the Society and the I.D.A. was not properly drawn and would result in over-lapping and professional wastage.

MR. M. COSTELLO asked would the I.D.A. take kindly to being demoted? In the new structure they could have ten representatives where previously they had twenty-one. MR. BURRELL said that with goodwill all round, it was hoped to work for the better of pharmacy and whatever bettered pharmacy would better the I.D.A. as well. He did not think goodwill would be lacking from the I.D.A. Facilities provided at present by the I.D.A. to its members would still be available under the new arrangement. It was hoped even to improve them.

MR. BURKE said there was the feeling that the *status quo* "would be overshadowed." It was quite on the cards "that the majority of seats would be filled by proprietors at present members

of the I.D.A. MR. P. CASSIDY said that he understood pharmacists throughout the country had a common goal. What was the use of talking of the *status quo*? The functions of the Society and the I.D.A. were so confusing that pharmacists did not know where they stood. An organisation was needed to speak for all pharmacists and to achieve concrete results.

After it had been decided by vote that a director be appointed, MR. BROPHY favoured the appointment of a pharmacist. MR. WALSH favoured going outside of pharmacy, if necessary, to fill the position and it was agreed to defer a decision.

MR. BURRELL said that a copy of the proposals had been sent to everybody on the Register. SENATOR FITZGERALD would act as official scrutineer of the ballot. "I would appeal to all to consider the position very carefully, and vote on it. It is agreed we want a strong organisation in pharmacy, one that not alone will be respected but one that will be effective."

On the motion of MR. MILLER a vote of thanks was passed to SENATOR FITZGERALD.

Public Health in 1966

CHIEF MEDICAL OFFICER'S REPORT

THAT 6,000 calls to the four centres of the National Poisons Information services should be necessary in 1966, two-fifths of them concerned with drugs and medicines, is a remarkable indication of the careless way in which powerful chemicals are used and stored, says the chief medical officer of the Ministry of Health (Sir George Godber) in his report "On the State of the Public Health" for the year 1966 (H.M. Stationery Office, price 2s. 6d.). The report emphasises that the increased load on the centres (in 1965 there were only 4,000 inquiries) does not necessarily reflect any change in the incidence of acute poisoning throughout the country, but it does suggest that the service continues to meet a need.

Similar to Previous Years

The pattern of poisoning was similar to that for previous years, with drugs and medicines accounting for 40 per cent. of inquiries and a high proportion of fatalities. The report again draws attention to the fact that many dangerous pharmaceutical preparations are still presented in an attractive form easily confused with sweets. "It is not then surprising that young children take them in error." There is also said to be an apparent carelessness about the way in which medicines are stored—"if indeed they are stored at all. Even young children are not easily deterred and few parents would claim to be or have been wholly guiltless; but some seem to be unaware of the risks their children run." To obtain more definite information with a view to the possibility of a preventive campaign, a household survey is being carried out to ascertain more precisely the prevailing domestic situation.

Deaths from acute poisoning in England and Wales during 1966 showed

a further decrease, continuing the downward trend first observed in 1964 and due largely to a fall in the number of fatalities from carbon monoxide. However, poisoning from other causes increased, with barbiturates and allied drugs chiefly responsible. Cases of accidental poisoning from solids and liquids in 1966 numbered 840 compared with 719 in 1965 and 732 in 1964; from gases and vapours the number was 928 against 924 in 1965 and 1,030 in 1964. The total of suicides again fell—to 4,994, against 5,161 in 1965 and 5,566 in 1964.

Therapeutic Substances

Discussing work in connection with the Part I of Therapeutic Substances Act, 1956, the report says that at the end of 1966 there were in operation forty-seven manufacturing licences and thirty-one import licences. During the year twenty-one visits of inspection were made to manufacturing premises licenced under the Act in England and four visits to similar premises overseas.

Cancer of the lung, which increased its share of deaths from 3·5 per cent. in 1956 to 4·8 per cent. in 1965 again took the same toll. Deaths from coronary artery disease (14·1 per cent. in 1956) amounted to 20·1 per cent. in 1966, and traffic accident deaths (0·9 per cent. in 1956) accounted for 1·3 per cent. of all deaths. Among infectious diseases diphtheria claimed five deaths compared with none in 1964 and 1965 and two each in 1962 and 1963, although the number of cases (twenty) was five fewer than in the previous year. The 1966 cases and deaths occurred in small groups and mainly among children who had not been immunised adequately, if at all. "They emphasise again the necessity of maintaining immunisation programmes

which are our only protection against the resurgence of a disease which was affecting 55,000 and killing nearly 3,000 a year only thirty years ago." A total of 772,193 children under the age of sixteen were immunised in 1966 compared with 767,718 in 1965 and 764,477 under fifteen in 1964.

Sixty-two cases of smallpox, in four outbreaks, were notified in 1966 and a further nine cases were diagnosed retrospectively. There were no deaths. A total of 480,450 primary vaccinations and 70,455 re-vaccinations were performed. The number of children vaccinated within the first two years of life represents 38 per cent. of the age group as compared with 33 per cent. in 1965. Cancer mortality was slightly higher in 1966—108,158 deaths against 106,338 in the previous year. More than a third of the increase in deaths was due to lung cancer and half of it was in women. In 1966, over 27,000 people died from lung cancer.

Drug Addiction

Of drug addiction the report says that the outstanding problem on the medical side was the rehabilitation and after-care of narcotic addicts who had completed withdrawal from drugs. A high relapse rate was one of the characteristics of addiction and if more effective after-care could improve the results of treatment, it would be a substantial advance. A conclusion on the best system of rehabilitation would have to await the results of research.

The downward trend in the birth rate continued in 1966 and the report says: "The extent of the contribution of oral contraceptives to this fall is uncertain but it is estimated that one-tenth of the women in the reproductive age-group may have been using them by the end of the year."

PHARMACIES IN LONDON

Executive Council's report for 1966-67

THE number of pharmacies on the Inner London Executive Council's list fell by fourteen, in the year ended March 31, to a total of 951, according to the Council's report for 1966-67. In 1955 (the peak year) there had been 1,147 pharmacies on the list and the reduction of 196 is attributed mainly to the high rents being charged for shop premises and the shortage of pharmaceutical chemists. In the year 1966-67 also, the number of drug stores fell by six and of appliance suppliers by nine. At 182, the number of chemists agreeing to dispense "urgent" prescriptions after hours was seventeen fewer than a year earlier.

The new arrangements for drug testing started during the year and the report mentions that the inspector has found difficulty in about 27½ per cent. of visits, in collecting suitable prescriptions which were made up and awaiting collection. A total of 482 tests of drugs were taken and thirty-eight of appliances, of which 419 and thirty-five, respectively, were passed as satisfactory. Ten tests of drugs were referred to the Pharmaceutical Service Committee. That committee dealt with twenty cases during the year, finding fourteen breaches of Terms of Service in respect of inaccurate dispensing and three as a result of complaints by members of the public. In twelve of the cases monetary withholdings were imposed and in four the amounts were increased by the Minister of Health.

The total number of prescriptions dispensed was 19,585,508 (18,590,212 in 1965) at a total cost of £9,563,714 (£8,836,245). Overall average of pre-

scriptions issued per person on doctors' lists was 0·383, compared with a national average of 0·421. The average ranged from 0·286 in the S.W.1 district to 0·552 in E.C.4. The average cost per prescription was highest in S.E.3, S.E.7, S.E.19 and S.E.27, but at 10s. 10d. was only equal to the national average figure. Lowest average cost was 8s. in E.2.

During the year there were 173 cases in which it appeared that persons had obtained, or attempted to obtain, drugs by irregular methods (190 cases in 1965-66). The report comments that the Drugs (Prevention of Misuse) Act, 1964, has had little effect on the aspects of misuse that directly concern Executive Councils. The Council has continued to urge the Home Office and Ministry of Health to add barbiturates to the Act's schedule.

Reporting progress with health centres the Council refers to the planning of health services at Thamesmead, an area of the Woolwich-Erith marshes being developed for 60,000 inhabitants. The four local professional committees have been consulted but though there has been progress on medical and dental services, "there is little to report on the provision of pharmaceutical and ophthalmic services." In a foreword, the chairman (Mr. G. F. Rowe) mentions that a difficulty has arisen because the dental profession has adopted the view that general dental services ought not to be provided from health centres if there are sufficient dentists practising in their own premises in the neighbourhood, to meet the demand for treatment.

CONSUMER BODY'S TENTH ANNIVERSARY

Which? reviews slimming, hairsprays and a patent medicine

A SLIMMING supplement, a review of hairsprays, and the first of a series of articles on "patent" medicines are among the contents of the October (and tenth anniversary) issue of *Which?*, published by Consumers' Association. The slimming supplement mentions nine branded appetite-reducing tablets based on methylcellulose but says that doctors have found that using methylcellulose as a method of weight controls is "doomed to failure." Some 400 of the Association's members had used one or other of the preparations but only one in seventeen found their hunger fully satisfied. A powder formulation (Formula 21) was found more satisfying but no more people lost enough weight, using either powder or tablets, than did those not using a methylcellulose product.

Among the "hundreds" of hairsprays on the market, *Which?* has tested thirty-six normal-hold aerosols. Tests were carried out in the laboratory and by 700 users, each of whom compared two samples. Comparisons were made of weight for price (*Which?* promises to report more fully on aerosol packaging soon), smell, hold, stiffness, ease of combing, ease of washing, gloss and clarity, non-stickiness and spray performance. The "joint best buys" are

given as So Soft (British Home Stores) and Spray 'n Stay. "Good value for money" were Breck hair set mist, Diana Marsh beauty set, Elnett satin, Living Curl, Spray Set, Vitapointe and VO5 (VO5 has since been reformulated).

Starting in the October issue with Yeast-Vite, *Which?* hopes "regularly to examine proprietary drugs which can be bought by the general public without prescription." It intends to scrutinise the claims made by the manufacturers and to investigate whether the action of their ingredients justify these claims. Three of the claims for Yeast-Vite and judged "true," two others "mostly" and "mainly untrue."

In celebrating its tenth anniversary, the Consumers' Association said on October 4 that it had three main aims for the next ten years. Research would be diversified to concentrate more on services — public, private and professional; there would be more publications, and a new audience would be sought through the establishment of centres to which members of the public could go for advice on shopping. It was planned to provide a network of such centres throughout Britain but the Association intended that ultimately they should be taken over by the Government or local bodies.

LEGAL REPORTS

Illegal Chlorodyne Sale

A GENERAL storekeeper, Gulamhussein Lalani, 78 Chatsworth Road, London, G.5, was given an absolute discharge on each of two summonses brought by the Pharmaceutical Society at Old Street court on October 9. He was ordered to pay £21 costs on the first. Lalani had admitted that not being an authorised seller of poisons, he had unlawfully sold morphine contained in Collis Browne's chlorodyne, contrary to the Pharmacy & Poisons Act. The remaining summons was for selling the substance or preparation in a container that was not labelled with the name of the seller and the address of the premises on which it was sold.

No Supervision

At Liverpool stipendiary magistrates court on October 2, Kingsley Pharmacy, Ltd., 40 Kingsley Road, Liverpool, 8, were fined £5 on each of two summonses for selling goods on the poisons schedule not under the supervision of a registered pharmacist. They were also ordered to pay £15 15s. costs having pleaded guilty to unlawfully selling preparations containing opium and belladonna. The prosecution said the two items were sold to an inspector of the Pharmaceutical Society when no pharmacist was on the premises. For the defence it was said that the items were purchased for coughs and colds. The first contained only 14 parts of opium to each 1,000 parts of the product, and the second so little belladonna to each capsule that it would not have mattered how big the capsules were.

COMPANY NEWS

Previous year's figures in parentheses

P. B. COW, LTD.—Turnover on first half was £5,126,000 (compared with £5,051,000) and pre-tax profit £290,518 (against £305,539). An unchanged 5 per cent. interim dividend is declared.

JOSEPH CROSFIELD & SONS, LTD.—Mr. A. C. H. Cairns has succeeded Mr. J. A. Fox as chairman of Joseph Crosfield & Sons, Ltd., William Gossage & Sons and the Walker Chemical Co., Ltd.

HORLICKS, LTD.—Group profit for year ended March 31 was £1,197,074 (against £1,366,056). After tax net profit is £660,098 (£683,186). Dividend is cut by 2½ per cent. to 30 per cent.

THAMES BOARD MILLS, LTD.—Mr. M. Ormerod (chairman, Batchelors Foods, Ltd.), is appointed chairman as from November 1. Mr. J. S. Curtis will relinquish the chairmanship on the same date, becoming deputy chairman and managing director.

NORCROS, LTD.—Group profit for the half-year to May 28, was £447,000 (£464,000 including special item of £30,000), after estimated tax and interests of minority holders. External sales increased to £13·43m. (12·21m.). Interim dividend is unchanged at five-pence per share.

CEREBOS, LTD.—Trading surplus for six months ended June 30 was £2·45m. (against £2·61m. in same 1966

period). With profit at £1,385,898, before tax, the shortfall against 1966 was £185,420 after non-recurring expenditure of about £170,000 (£40,000). The interim dividend is held at 5 per cent.

AB ASTRA, SWEDEN. — The company are taking over a majority holding of shares in the French pharmaceutical company Lematte & Boinot, with headquarters in Paris and factories at Amilly. The deal also includes Lematte & Boinot's Belgian sales company in Brussels.

CRODA-PREMIER, LTD. — The new company formed by the merger between Croda Organisation and United Premier Oil and Cake is paying an interim of 8 per cent. on increased capital (6 per cent. on the old smaller capital). Combined sales in the first half of the year, £8,340,000 (£8,310,000). Profits, £408,000 (against the equivalent of £294,000) before tax.

TENNECO CHEMICALS, INC. (a subsidiary of Tenneco, Inc.). — The company has made an offer to acquire all the issued capital of Butler Chemicals, Ltd., not already owned by them. The offer is 16s. cash for every £1 preference unit and 10s. cash for each 5s. Ordinary unit.

PIFCO HOLDINGS, LTD. — Although turnover for the first four months of the current year is down, the company hope for a considerable improvement in the autumn. Shareholders are told that despite severe Government measures and rising costs, group profit before tax, for the year ended April 30, improved to £347,735 (£313,902) and the dividend is raised to 40 per cent. (35 per cent.).

GLAXO GROUP, LTD. — For year ended June 30, sales to external customers totalled £69.8m. (£63m.) which resulted in a trading profit of £13.1m. (£11.8m.). With income from other sources the net profit, before tax, was £13.9m. (£12.6m.) and after tax, £7.7m. (£6.6m.). The directors propose raising the dividend by 2 per cent. to 18 per cent. for the year with a final of 12 per cent. It is also proposed to capitalise £4,795,622 of reserves in a one-for-four scrip issue.

GREEFF - CHEMICALS HOLDINGS, LTD. — Trading profit for six months ended June 30 was £58,964 (against £73,309 in the same period of 1966) after deducting all expenses, loan interest and depreciation. Add one-half of income from trade investments, £98,177 (£139,421) makes consolidated group profit before tax £157,141 (£212,730). An interim dividend of 3 per cent. (4 per cent.) has been declared. The directors do not anticipate that the profit on trading in the second half of 1967 will differ greatly from the equivalent 1966 period when it was £30,000.

UNITED GLASS, LTD. — Group sales for 28 weeks ended July 15 were £16,985,000 (against £17,045,000). Trading surplus was £1,046,000 (£1,167,000) and profit, after depreciation, £328,000 (£577,000). After interest charge of £433,000 (£291,000) and taxation nil (£54,000) there is a loss of £105,000 (against profit £232,000). No interim dividend is to be paid on the Ordinary

stock. The loss is attributed by the directors to the heavy capital expenditure programme in respect of a new glass container factory at Peasley, which was not fully in operation during the period under review. The first furnace at Peasley was started in October 1966 and the second furnace was started in July of this year. The whole of the fall in trading profit is attributable to the glass container operation. The situation has been aggravated by drastic price-cutting which has arisen through growing over-capacity in the industry. Although an improvement is expected in the second half there is unlikely to be an Ordinary dividend.

BUSINESS CHANGES

MR. B. P. GARROOD, M.P.S., has opened a pharmacy at 117F Ipswich Road, Norwich.

MR. V. WOODLAND, M.P.S., is closing down his pharmacy at 74 Lower Street, Hillmorton, Rugby, at the end of October.

MIDDLEHURST, LTD., have moved to larger premises in Kings Grove, Maidenhead (telephone: Maidenhead 27771).

MR. J. M. MUNRO, M.P.S., is transferring his pharmacy to 635 Duke Street, Glasgow (from 488 Duke Street), on October 16.

P. S. WINDWOOD & SON, LTD., have closed their branch pharmacy at 246 Goldhawk Road, London, W.12, due to the termination of lease.

SOPHISTIQUE, LTD., have transferred their head office to New Road, Winsford, Ches (telephone: Winsford 3658).

MR. F. BENTLEY, M.P.S., is to acquire the pharmacy of Mr. W. Brownbill, M.P.S., 70 Avenue Parade, Accrington, Lancs, at the end of October.

MR. J. B. WILLIAMS, M.P.S., has acquired the pharmacy of Mr. W. G. Hutcheson, M.P.S., 66 The Avenue, Southampton, who retired on October 9 after thirty-one years at that address.

CORFIELD & CORFIELD, LTD., 39 Bennets Hill, Birmingham, has closed down on the retirement of its managing director, Mr. B. Scattergood. The business was founded in 1844, principally for the sale of homoeopathic remedies later yielding to conventional pharmacy.

THE Martindale-Samoore, Ltd., depot at Cumbernauld, Dunbartonshire, will cease trading after the close of business on October 14. Distribution services previously carried out from there will then be taken over by Macarthy's, Ltd., Shuna Place, Ruchill, Glasgow, N.W. (telephone: Maryhill 5221) to hospitals and retail pharmacists in the area.

Appointments

MAWS PHARMACY SUPPLIES, LTD., Barnet, Herts, has appointed Mr. A. L. S. Rich to take over the function of information service manager with special responsibilities related to new product development.

E. C. DE WITT & CO., LTD., East Croydon, recently appointed Mr. R.

S. Clapton to the newly created position of marketing manager. Mr. Clapton was previously the company's general sales manager. Mr. J. Dunning has been appointed export manager.

RADIOL CHEMICALS, LTD., Stepfield, Witham, Essex, have sub-divided their Southern counties sales area and engaged two additional representatives. The South-western counties are now covered by Mr. D. H. Ebdon; Mr. P. M. Gardner is taking over the South-eastern and Mr. P. McCormick the Southern area.

PERSONALITIES

MR. W. BROWNBILL, M.P.S., 70 Avenue Parade, Accrington, Lancs, is retiring on October 28. He hopes to retain membership of the local town council which he joined in 1945. He received the Freedom of the Borough in April.

MRS. E. LEEDAM, widow of Mr. Derek Leedam, M.P.S., who died during a sea rescue bid while on holiday in Ireland (see *C. & D.*, August 5, p. 116), is to receive a hero's certificate commemorating his brave action. The memorial certificate award is being made by the Carnegie Hero Fund Trust, set up in 1908, the aim of which is to help those who suffer as a result of acts of heroism in saving human life in the British Isles and territorial waters. Mr. Leedam was a member of the family business, which has pharmacies in Nelson and Colne.

DEATHS

PASSMORE. — Recently, Mr. William Passmore, M.P.S., 2 Baronsmead, Whitkirk, Leeds, 15. Mr. Passmore qualified in 1923 and was formerly proprietor of Castleton Pharmacy, Armley, Leeds.

PRINCE. — Recently, Miss Frances Bertha Prince, F.P.S., Melton Road, West Bridgford, Notts, aged eighty-two. Miss Prince was appointed chief pharmacist at Nottingham General Hospital in 1912 and held that position for forty years. Miss Prince was the first woman to serve as chairman of the Nottingham Branch of the Pharmaceutical Society, and last year her name appeared on the first list of designated Fellows of the Society.

SWAIN. — On August 25, Mr. Charles Frederick Swain, M.P.S., 1A Warren Avenue, Mudeford, Christchurch, Hants. Mr. Swain qualified in 1915.

USHER. — Recently, Mr. John Frederick Usher, M.P.S., Netherfield Rise, Guiseley, Leeds, aged eighty-two years. Mr. Usher was in business in Guiseley for fifty years.

WALKER. — Suddenly, on October 5, at 28 Meldrum Gardens, Glasgow, S.1. Miss Elizabeth Hamilton Walker. Miss Walker qualified as a chemist and druggist in 1907 and for many years was pharmacist at Victoria Infirmary, Glasgow.

WILLIAMSON. — On September 11. Mr. Ian Williamson, M.P.S., of 420 Wilbraham Road, Chorlton-cum-Hardy, Manchester 21. Mr. Williamson qualified in 1960.

TRADE

NOTES

Incorrect Spelling. — Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, announce that their superfine rayon balls are marketed under the name Snoballs and not as previously stated.

Sole Distributors. — Kendall, 83 Pall Mall, London, S.W.1, point out that Thomas McMullan & Co., 224a Castle-reagh Road, Belfast, 5, are the sole distributors for Burson products in Northern Ireland.

Eire Toiletries Distributor. — Victor E. Hanna, Ltd., North Road, Finglas, Dublin, 11, who have been operational in their new premises for six months, have now been appointed distributors in the Irish Republic for the Tabac original range of men's toiletries manufactured by Dalli-Werbe Maurer & Wirtz, G.m.b.H., Stolberg, West Germany.

Dublin Agent Appointed. — Calphar, Ltd., Dublin, are acting as sole agents for the marketing and distribution in Eire of Maws nursery and pharmaceutical products and the Maws/N.P.U. products. Calphar, Ltd., is a consortium of three men, Mr. J. V. Rafferty, M.P.S.I., who runs both a retail pharmacy and an advertising agency, Mr. F. Murray, M.P.S.I., and Mr. E. Foley, M.P.S.I. (managing director, Ayrton, Saunders & Co. (Dublin), Ltd., whose distribution and selling facilities Calphar will use).

Arrangement Terminated. — Paines & Byrne Ltd., Pabyrn Laboratories, Greenford, Middlesex, announce that their arrangement with Vick International, Ltd., for the sale and distribution of Hip-C rose hip syrup to the chemists' wholesale and retail trade, terminated on September 30. All further orders for Hip-C rose hip syrup should now be addressed direct to Paines & Byrne, Ltd. The company announce that the 6 fl. oz. bottle is discontinued and future orders will be supplied in the original pack, containing 8 fl. oz. The retail price will remain at 2s. 6d.

Desensitising Course. — Bencard state that their three-injection hay fever desensitising course D-VAC pollens will again be available to advance order in 1968. Orders should be placed with Beecham Ethical Distributors, Great West Road, Brentford, Middlesex, before December 31, quoting the patient's name and the administration date of the first dose (February 12 to March 9). Late orders will be met if possible up to January 20 but in those cases the first dose cannot be supplied for administration before February 19. Orders should state the type of course required and the delivery and invoice address if other than that on the order. Because of the vaccine's short shelf-life, each dose is supplied a few days before it is required. A weaker primary course and stronger advanced course are available as previously.

Easier to Mix. — Research by Cow & Gate, Ltd., Guildford, Surrey, has enabled them to further enhance their product making it easier to mix than ever before. They have also devised a long term advertising campaign to

ensure that the new advantages are seen repeatedly by "every new young mum and mum-to-be." After the initial Press campaign the company has arranged an intensive television campaign. The first phase of the Press campaign will stress that Cow & Gate, one of the longest established of all baby milk foods, is now easier to mix and contains all the vitamins and nutrients a young baby needs. Other aspects of the Cow & Gate way with babies will then be developed in later phases of this major new national campaign.

Bonus Offers

MAWS PHARMACY SUPPLIES, LTD., Barnet, Herts. Tancolin pastilles twelve invoiced as ten. Tancolin linctus, twelve invoiced as eleven for 1 doz. either size

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Modified Formulation. — E. R. Squibb & Sons, Ltd., Regal House, Twickenham, Middlesex, have slightly modified formulation of Fungizone intravenous containing amphotericin B desoxycholate complex. The change in formulation has been made to increase the buffering capacity of the preparation and to minimise the necessity for adjusting the pH of the dextrose injection used in the preparation of Fungizone Intravenous infusion solutions. The qualitative and quantitative therapeutic activity of the preparation remains unaltered. Pack is vial of 50,000 i.u., 50 mgm. amphotericin B. The increasing use of Fungizone for tissue culture has led to the introduction of a special pack for laboratory use also containing 50,000 i.u., 50 mgm. amphotericin B.

OVER-THE-COUNTER MEDICINALS

New Carton. — Alfred Fennings, Horsham, Sussex, have adopted a new carton for their Fennings Gripe Mixture.



The design is an effective one, the white box with a broad blue band carrying lettering in black and white.

Throat Spray. — Rexall Drug Co., 19-37 Castle Boulevard, Nottingham, have launched Anapax sore throat spray. A

and twelve invoiced as ten for 3 doz. for either size.

Discontinued

BERK PHARMACEUTICALS, LTD., Catteshall Lane, Godalming, Surrey. Anaprotin, androstanolone 25 mgm. tablets.

SMITH & NEPHEW PHARMACEUTICALS LTD., Bessemer Road, Welwyn Garden City, Herts. Pycazide syrup.

Trade Shows

N.P.U. GROUP, Mallinson House, 321 Chase Road, Southgate, London, N.14. and MAWS PHARMACY SUPPLIES, LTD., Aldergate House, New Barnet, Herts, Chelmsford, The County Hotel, October 17, 7.30 p.m. to 10.00 p.m.

INFORMATION WANTED

The Editor would appreciate information about: Kilitch for horses. Neosept throat spray.

NEW PRODUCTS AND PACKS

new metered dosage spray that is anaesthetic and antiseptic providing instant relief from the discomforts of minor sore throats, especially those caused by colds or smoking. It provides in each measured dosage, benzocaine 1.5 per cent. and cetyltrimethylbenzylammonium chloride 0.0413 per cent. Pack is container of 7.5 gm.

For Children. — Maws Pharmacy Supplies, Ltd., Barnet, Herts, have Tancolin children's pastilles as a companion product to their Tancolin linctus. The flavour, size and shape of the pastilles were evolved after research among 200 mothers, and 400 children aged two to eleven years. 100 per cent. of the mothers liked the size and shape, 83.3 per cent. of the mothers and children liked the tangerine flavour. The pastilles are antiseptic, and are particularly suitable for dry coughs associated with bronchitis and catarrh. Pack is a tin of twenty-four pastilles. Minimum supplied 1 doz.

VETERINARY SPECIALITIES

Vaccine against Brucellosis. — Glaxo Laboratories, Ltd., Greenford, Middlesex, have announced the availability of Bortin 45, an inactivated vaccine to protect cattle against brucellosis. Until now, the only vaccine available in Britain for protection against brucellosis has been a live vaccine (strain 19) which is not suitable for administration to older animals since it is impossible to distinguish by serological means between those vaccinated and those infected. Bortin 45 is claimed to overcome the problem by using a non-conflicting strain known as 45/20. The strain was developed some twenty-five years ago by Dr. A. D. McEwen but its use as a living vaccine was considered to be inadvisable since there was a suggestion of reversion to virulence after its inoculation into cattle. Attempts in many laboratories to prepare a dead vaccine were unsuccessful as the resultant antigen was of low immunising ability. The solution resided in the development of a suitable adjuvant and in the studies involved the company has been able to work in conjunction with the Agricultural Research Council's Institute for

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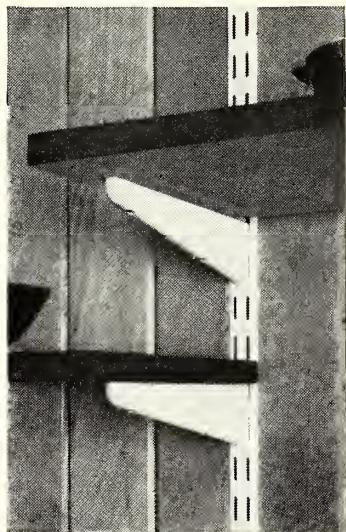
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MAX FACTOR Calendar of events

NEW ADDITION TO OUR ULTRA-SELLING

UltraLucent
RANGE...



Every woman will want new Max Factor COUNTER-SHINE, the translucent pressed powder containing Ultra Cel—it absorbs facial oils. You'll find you're absorbing most of the market, too, after the big-impact promotion of double-page colour spreads in Woman's Realm, Flair, Honey, Nova, She, Vanity Fair, Vogue and Woman's Journal. We've prepared a super fast-selling counter merchandiser for you, consisting of 12 units of UltraLucent Counter-Shine Pressed powder. It'll move as fast as woman's intuition—so hook-in her spending impulse with big stocks at the ready!



THE MOST EXCITING—
SALES INVITING!—
EYE-LINER SINCE
EYE-LINER

Max Factor's new SHINY EYE-LINER flows on, gives a perfect application every time. Dries fast, peels off quickly . . . the bottle cap holds luxurious sable brush that millions of women will be reaching for. And reaching into their purses to fill your cash registers!

WATCH hi-fi FLUID MAKE-UP CATCH ON, WHILE YOU CASH IN!

The new lower-priced, lightweight tubes are designed to build big sales, impulse sales, repeat sales of fabulous all-day-long Hi Fi Fluid Make-up. Adding to your profits all day long . . . the greatest fluid asset you've ever had.

The attractive counter merchandiser encourages with-it women to serve themselves. No need to sell—just ring up the sales!



October 14, 1967

**AMENDING C & D
QUARTERLY PRICE LIST
FOR SEPTEMBER 1967**

No. 89 For Men (468 F) existing entry	Argotone (1077 Rona)										
No. 89 For Men (468 F)	nasal drops 20mils										
after shave lotion	—	—	11	9	31	0	8	4	4	2	
brillantine	—	—	21	9	20	31	4	8	0	2	
oil	—	—	11	9	(2doz)	(2doz)					
solid	—	—	21	9							
deodorant	—	—	8	6							
hair cream	—	—	8	0							
lotion	—	—	9	0							
pre-shave lotion	—	—	11	9							
shampoo cream	—	—	21	9							
shaving cream	—	—	9	0							
lather	tube	—	—	6	9						
brushless	jar	—	—	10	9						
bowl	—	—	9	0							
talcum	—	—	12	3							
toilet soap (3)	—	—	8	6							
toilet water	—	—	15	0							
		—	30	0							
		—	50	3							
		—	93	9							
4711 (1135 & B)	Assugrin (1493 Zyma)										
eau de Cologne	Fullsweet cubes										
atomiser No. 9810	152	0	31	0	100	31	6	—	3	6	
AAA (61 APC)†	Atkinson (76 Atkinson)										
throat spray	6	Oea	1	8ea	21cc	44	1	11	10	6	
Adabee (1071 Robins)	English lavender										
capsules	100	30	Oea	—	Gold Medal eau de	Cologne					
Ad. A. M. (1091 Rybar)	Cologne										
mixture	4oz	45	0	12	5	41cc	71	3	19	1	
Akintonet (86 Barclay)	watch flask										
tablets	250	73	10ea	—	82cc	132	4	35	6	19	
tablets	20	—	—	—	143cc	203	6	54	7	30	
200	—	—	—	—	317cc	390	0	104	7	57	
Aladdin (24 ALAD)	A toi (76 Atkinson)										
vacuum flasks	parfum de toilette										
Escort	16oz	—	—	90	82cc	91	7	24	7	13	
	32oz	—	—	—	perfume	purse	54	3	14	7	
Wide Mouth	16oz	—	—	—	1oz	91	7	24	7	13	
	32oz	—	—	—	1oz	169	8	45	6	25	
Continental	16oz	—	—	—	talcum	A/AH	49	2	13	2	
	32oz	—	—	—	talcum	100gm	—	—	7	3	
Pitcher	32oz	—	—	—							
refills for Escort,	—	—	—	—							
Continental and	—	—	—	—							
Dura-Clad	16oz	—	—	—							
	32oz	—	—	—							
Albamycin (1263 Upjohn) T5	Betnesol (518 Glaxo)										
tablets 250mgm	100	180	Oea	—	ointment	—					
Allegron (378 Dista)	Betnesol-N (518 Glaxo)										
tablets 10mgm	25	—	—	—	cream	—					
Allenbury's (34 A & H)	Biogastrone (117 BPL)										
malt extract	1lb	42	9	—	tablets 25mgm	—					
	2lb	79	6	—	Biopar (61 APC)	—					
with c.l.o.	1lb	42	9	—	forte tablets	60	10	8ea	—	16	
	2lb	79	6	—	500	76	Oea	—	114	0	
butterscotch	flavour	—	—	—							
pastilles	blackcurrant	2oz	20	0	Brailium (533 Grabowski)	lotion	3%	100gm	—		
		1lb	9	5ea		4%	100gm	—			
Amnident (1178 Stafford)	Brands (1221 Thawpit)										
toothpowder	—	—	—	—	call's foot jelly	10½oz	29	11	—	3	
Amokole (781 Lusty's)	essence of beef										
tablets	50	21	0	5	2½oz	37	2	—	4	0	
	125	48	0	9	Brontina (192 Brocades)†	(distributors 221 Camden)	—				
	13	2½	—	6	ampoules 2mls	12	11	9ea	—	15	
André Philippe (48 AP)	Brylcreem (105 BTD)										
shampoo lacquer	remover	28	11	9	tablets 1mgm	100	15	6ea	—	20	
		3	2½	—	travel case	55	11	5	7	7½	
Ampiclo (1393 BRL)	Buoyance (481 F & 5)										
Ampiclo Neonatal (1393 BRL) T5	hair setting gel										
Ancoloxin (179 BDH)†	small										
tablets	250	101	4ea	—	28	6	7	10	1	6	
	152	0	—	—	(3 doz.)	(3 doz.)					
Camdagon (221 Camden)	Butazolidin Alka (501 Geigy)†										
horse ringworm	treatment	450	mils	16	tablets	100	18	4ea	—	27	
		15	0	—		500	85	Oea	—	6	
Anusol HC (1310 WW) TS	Calazean (312 AC)										
ointment	15gm	122	0	—	cream	15	6	4	3	2	
	10gm	—	—	—							
Cardiazol (86 Barclay)	Calciun-Diuretin (86 Barclay)										
	liquid	10%	100mls	—		20	31	4	2	0	
	liquid	10%	100mls	—		20	31	4	2	0	
Cardiazol Dicodid (86 Barclay)	California Poppy (76 Atkinson)										
	Cardiazol ephedrine (86 Barclay) all packs	perfume									
	Cerevon (218 Calmic)	trial									
	elixir	standard									
	Chanel (247 Chanel)	22									
	for men	after shave									
		—	—	—	—	—	—	—	—	30	
										0	
	Cologne	—	—	—	—	—	—	—	—	37	
	soap toilet	—	—	—	—	—	—	—	—	65	
	bath	—	—	—	—	—	—	—	—	8	
	talcum	—	—	—	—	—	—	—	—	15	
	Chantage (76 Atkinson)	Chymar (61 APC)									
	parfum de toilette	811	91	7		perfume	801	54	3	14	
							802	91	7	24	
							803	169	8	45	
								105	2	7	
	talcum	831	—	—					2	3	
	Colorfast (265 Clairol)	Click-a-Sweet (1597 Ceebrite)									
	shampoo	4oz	32	6		dispen-ser	62	0	—	7	
						refill	30	0	—	9	
	Conquerors (312 AC)†	Cinemax (817 MPS)									
	anti-smoking tablets	18	35	6		cine camera	C401	—	—	1199	6
	Corega (1178 Stafford)	Colorfast (265 Clairol)									
	denture powder	18	0	—		shampoo	4oz	32	6	8	
	Coronetette (563 Hampshire)	Conquerors (312 AC)†									
	lacquer refill	13	6½	—		anti-smoking tablets	18	35	6	9	
	Coty (301 Coty)	Corega (1178 Stafford)									
	highlighter gold	534	72	9		denture powder	18	0	—	10	
	jewelled finisher	691	98	6		pressed powder	582	51	0	7	
	pressed powder	582	51	0		shampoo	18gm	18	0	5	
	Cradocap (1000 PL)	Crown (1073 Robinson)									
	shampoo	—	—	—		corn rings	80	—	—	11	
	tube	18gm	18	0		wool felt	4680	12	6	5½	
						4681	12	6	—	5½	
	Crystapen G (518 Glaxo) T5	Crown (1073 Robinson)									
	syrup	—	—	—		tablets 125mgm	—	—	—	7	
	125mgm/5mils	—	—	—		100mils	60	0	—	6	
	250mgm/5mils	—	—	—		100mils	90	0	—	11	
		—	—	—		tablets 125mgm	—	—	—	3	
	100	10	6ea	—		100	10	6ea	—	15	
	500	54	6ea	—		500	50	Oea	—	9	
	1000	105	Oea	—		500	50	Oea	—	15	
	250mgm	—	—	—		500	20	Oea	—	75	
		—	—	—		500	97	6ea	—	30	
	250mgm	—	—	—		100	22	6ea	—	146	
		—	—	—		100	22	6ea	—	3	
	Crystapen V (518 Glaxo) T5	Cutex (493 Gambles)									
	tablets 125mgm	—	—	—		cuticle remover	21	8	5	11½	
	100	11	6ea	—		cuticle cream	21	8	5	11½	
	500	54	6ea	—		nail flex	21	8	5	11½	
	1000	105	Oea	—		strong nail	14gm	30	4	4	
	250mgm	—	—	—		14gm	30	4	8	4	
		—	—	—		14gm	30	4	4	3	
	CVK (2 Abbott) T5	Cutex (493 Gambles)									
	capsules 125mgm	—	—	—		cuticle remover	21	8	5	11½	
	100	11	6ea	—		cuticle cream	21	8	5	11½	
	500	54	6ea	—		nail flex	21	8	5	11½	
	1000	105	Oea	—		strong nail	14gm	30	4	4	
	250mgm	—	—	—		14gm	30	4	8	4	
		—	—	—		14gm	30	4	4	3	

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sleep-inducing tablets	50	17 6	4 10	2 6	Miranda (817 MPS) camera "FVT"	—	—	1599 9	D Papaverine (86 Barclay)
	150	38 0	10 5½	5 6	Mirax Laborec (817 MPS) camera complete	—	—	1388 0	Paracodin (86 Barclay) sDDI
spices, cinnamon	14 0	—	—	1 7	tablets 20 59 0	—	—	drops 100mils	
talcum powder	22 0	6 0½	3 3	Modicare (126 Ucal) lozenges	20 18 0	—	2 6	Paraflex (922 Ortho)	
witch hazel	18 0	—	—	tablets 100 9 6ea	2 7ea	—	tablets 100 9 6ea		
yeast tablets	500 6	46 0	—	5 9	dp 5mgm 40 0 Oea	2 7ea	—	drops 100mils	
	1000	6 3ea	—	9 0	—	—	—	Paraflex (922 Ortho)	
Marcus (1391 MHL)					tablets 100 11 Oea	3 Oea	—	tablets 100 11 Oea	
after shave	8 6ea	2 4ea	15 6	Monsieur Heim (755 LPJH) existing entry	—	—	—	dp 50m 48 .Oea	
Cologne	10 8ea	2 11ea	19 6	Monsieur Heim (755 LPJH)	—	—	—	dp 100 12 Oea	
deodorant	4 8ea	1 4ea	8 6	after shave 4oz 17 6ea	4 9ea	32 6	Parafon Forte (922 Ortho)		
hair dressing	4 8ea	1 4ea	8 6	diffuseur 4oz 32 6ea	8 9ea	60 0	tablets 100 11 Oea		
talcum	5 9ea	1 7ea	10 6	after shower talc 4oz 6 8ea	1 10ea	12 6	tablets 100 11 Oea		
tonic bath	8 6ea	2 4ea	15 6	eau de toilette 4oz 18 6ea	5 10ea	35 0	dp 50m 48 .Oea		
trayette complete	42 9ea	11 10ea	78 0	7oz 30 Oea	8 11ea	57 6	dp 100 12 Oea		
Marmite (152 Bovril)				diffuseur 4oz 37 6ea	10 1ea	70 0	Parke-Davis (938 PD)		
2oz	16 5	—	1 8	—	—	—	shaving cream tube 24 0		
4oz	28 9	—	2 11	—	—	—	brushless tube 24 0		
8oz	47 6	—	4 10	D Moviscop (1436 D & Co)	—	—	Personality (31 AP)		
16oz	86 0	—	8 9	Moviscop (520 Gnome) editor viewer standard 8	—	—	(distributors 1054 R & A)		
Mary Quant (876 MP)				—	—	—	bath velvet 44 0		
eye gloss	52 5	14 5	7 9	—	—	—	71 0		
lip stick	65 10	18 2	9 9	D Nailoid (31 AP) (distributors 1054 R & R)	—	—	12 1		
nail bullion	65 10	18 2	9 9	nail hardener 101 4	27 10½	15 0	6 10		
perfume A.M. & P.M. entire entry				Napsalgic (378 Distal) f5½	—	—	Phyllis Scott Lesley (1014 PSL)		
perfume A.M.				tablets 100 15 Oea	22 6	—	almond milk 56cc		
	2½cc	144 0	39 7½	500 67 6ea	—	—	magnolia creamy		
	½oz	342 8	94 2½	—	—	—	moisture lotion 56cc		
	½oz	480 0	132 0	100 11 4ea	—	—	topaz herbal lotion 226.8cc		
	1oz	685 9	188 7	500 99 9ea	—	—	special rejuvenating		
aerosol	1½oz 240 0	66 0	35 0	5000 490 2ea	—	—	tissue oil with serum 56cc		
Cologne	1½oz 106 3	29 2½	15 6	Nembutal (2 Abbott) f5½4A	—	—	Pifco (983 Pifco)		
	2½oz 202 4	55 7½	29 6	capsules 100mgm 100 11 4ea	—	—	baby bottle warmer		
aerosol	1½oz 222 10	61 3½	32 6	500 52 8ea	—	—	987 24 Bea		
perfume milk				1000 99 9ea	—	—	comb'n go 1355 28 Bea		
	1½oz	133 9	36 9½	5000 490 2ea	—	—	Queen curl roller set 1555 131 2ea		
talc	2½oz	78 10	21 8½	—	—	—	Prince shaver 1127 43 5ea		
perfume P.M.				4oz 31 6ea	—	—	Pinegarden (893 Nicholas) medium		
	2½cc	154 0	42 4½	22 6	Netelast (1087 Roussel)	—	—	Plastules (1352 Wyeth)	
	½oz	360 8	99 2½	52 6	elasticated net bandage size A	—	—	plain 30	
	½oz	514 5	141 5½	75 0	10metres 17 0ea	—	—	folic acid 30	
	1oz	754 4	207 5½	110 0	50metres 75 9ea	—	—	liver extract 30	
aerosol	½oz	257 2	70 8½	37 6	B 10metres 25 10ea	—	—	Polivirin (518 Glaxo)	
Cologne	½oz	120 0	33 0	50metres 122 10ea	—	—	ampoules 1ml x 6		
	2½oz	229 9	63 2½	33 6	C 10metres 32 1ea	—	—	Pollaccine (1393 BRL) entire entry	
aerosol	½oz	240 0	66 0	50metres 158 8ea	—	—	Preocin (208 BV) T5VPO		
perfume milk				D 10metres 37 0ea	—	—	aerosol spray (vet.)		
	½oz	147 6	40 6½	21 6	50metres 176 10ea	—	—	Priatan (86 Barclay) all packs	
talc	2½oz	85 8	23 6½	E 10metres 47 7ea	—	—	Pristacin (623 HP)		
perfume atomiser	497 0	136 8	73 6	F 10metres 230 11ea	—	—	Radian (1023 Radiol)		
Cologne atomiser	67 8	18 7½	10 0	G 10metres 75 9ea	—	—	massage cream 4oz 40 0		
Max Factor (813 MF)				H 10metres 183 11ea	—	—	Radical (922 Ortho)		
eye liner shiny	51 4	13 5	7 6	I 10metres 230 11ea	—	—	tablets dp1000 36 Oea		
Ultra Lacent counter shine	72 8	19 0	10 8	Nidoxital (922 Ortho) f5½4A	—	—	Regula (980 Photopia)		
Megaclor (972 Pharmax) T5				capsules 20 8 Oea	—	—	flash units		
capsules	500 333 4ea	—	500 0	100 32 Oea	—	—	AG — 25		
syrup	500mils 40 Oea	—	60 0	Nilodor (1474 NRA)	—	—	F5 variant — 313		
Medina (1391 MHL)				Nilodor (1416 N5C)	—	—	FR variant — 253		
aquabath foam	9 0ea	2 6ea	16 6	Norash (204 Burford)	—	—	FM variant — 259		
Cologne	10 8ea	2 11ea	19 6	nappy rash cream 20gm 31 0	—	3 11	existing entry —		
deodorant	4 8ea	1 4ea	8 6	Nostroline (1549 Matthews)	20 6	5 8	Relaxa-Tabs (657 IL) existing entry		
facial cleanser	6 11ea	1 11ea	12 6	—	—	Relaxa-Tabs (657 IL) f5½7			
hand and body lotion	5 9ea	1 7ea	10 6	Novalgin (97 Bayer)	—	—	tablets 18 22 3 6 1½ 3		
	5 9ea	1 7ea	10 6	Novara (128 Biometica)	—	—	36 37 2 10 2½ 5		
vanity tray complete	42 9ea	11 10ea	78 0	oil of youth 115cc 105 7	28 4	15 6	Remington (1044R)		
Meggeseon (832 MMV)				Nuvacon (179 BDH) f5½B	—	6 10	shaver Selectric 300 140 3ea 37 7ea 231		
dyspepsia tablets	150 34 0	9 4	5 0	tablets 21 55 0	—	—	Revlon (1052 Revlon)		
pastilles				Nystaform (1460 Dome) T5 ointment 30gm 15 Oea	—	22 6	Colour Silk †		
bitter lemon jellies	8 0	1 4	1 0	Old Spice (1131 Shulton)	—	—	Revlon (1052 Revlon)		
creme de menthe	11 0	1 10	1 6	after-shave lotion 3712 46 3	12 5	7 0	Moon Drops Hand Fair 5271 115 3 31 8 17		
Gee's linctus fDDI	2oz	14 4	—	3710 69 6	18 8	10 6	Natural Wonder foamy facial cleanser 5281 115 3 31 8 17		
glycerine and blackcurrant	2oz	15 8	2 8	travel pack 3719 54 9	14 8	8 3	night treatment lotion 2890 121 0 33 3½ 18		
glycerine, lemon and honey	2oz	15 8	2 8	presentation 3711 122 6	32 10	18 6	under make up lotion 2855 121 0 33 3½ 18		
menthol and eucalyptus	15 8	4 3	2 5	talcum 3734 43 0	11 6	6 6	Rexall (1053 Rexall)		
mixed fruit	8 0	1 4	1 0	skin conditioner 3750 69 6	18 8	10 6	Brightener toothpaste 150gm 32 6 8 11½ 4		
Meggezonos (832 MW)				body talcum 3740 67 9	18 2	10 3	Rheumalene (781 Lusty's) balm 23 0 6 4 3		
cough syrup	24 0	6 7	3 6	3742 43 0	11 6	6 6	Ricoh (565 Hanimex) existing entry		
pastilles	17 8	4 10	2 8	Cologne for men 3722 54 9	14 8	8 3	Ricoh (565 Hanimex) cameras 35mm		
junior	16 8	4 7	2 6	3720 74 6	20 0	11 3	126-C-EE case		
Mene (1073 Robinson)				deodorant aerosol 3881 43 0	11 6	6 6	126 Auto case		
sanitary towels	size 0	20 9	—	lime soap 3503 62 0	16 7	9 8	Super Shot case		
	1 23	—	—	3583 31 6	8 5	4 6	Singflex TL5 case		
	2 27	8	—	3872 —	—	—	Ricohflex Cd5 case		
	3 34	7	—	V.5.O.R. all purpose lotion 3787 75 0	20 1	11 6	projector Trioscope Dual		
	4 41	6	—	3782 314 0	84 2	47 6	Riddobron (1059 Riddell) tablets †		
Metamsustac (972 Pharmax) f5½B				Omniseptine (221 Camden) ointment (vet.) 100gm 5 Oea	1 5ea	8 11	Riddobron (1059 Riddell) Rolloicord (637 Hunter) camera VB		
tablets 15mgm 250 37 Oea	—	—	—	—	—	—			
Me-Ta-Sweet (1596 Haward)				Ophilon (1278 VD) (distributors 1310 WW) tablets 40 mgm 50 18 Oea	—	27 0	Rolleicord (637 Hunter) camera VB		
209 4	—	—		250 84 Oea	—	126 0	Rybaform (1091 Rybar) dp 80oz 20 3ea 5 7ea		
(1½doz)	33 0	—	4 9	5mgm 50 & 200 —	—	—	—		
Midnight (385 DG)				Outdoor Girl (876 MP) Total Finish 25 4	6 11½	3 9	900		
creamy skin perfume	1oz	96 0	26 5	—	—	—			
Miners (876 MP)				D Pan (1524 Chembro)	—	—			
frosted brush	3924	32 1	8 10	I Pan (1164 55L)	—	—			
lipstick	3032	19 8	5 5	D Pandora (1590 Setatome)	—	—			
nail lacquer	3031	10 8	2 11	I Pandora (540 GE5)	—	—			
frosted	3032	19 8	2 11	—	—	—			
remover	3031	10 8	1 7	—	—	—			
Quick Clean	26 6	7 7½	3 11	—	—	—			
Tingle	26 6	7 7½	3 11	—	—	—			

		A-FC	195	I	52	4	28	9	compressed	36	9	—
Rybar (1091 Rybar)	inhaler								(1 gross)			
syphon tube	standard plastic	28	0	—	3	6						
syphon tube glass	16	0	—	2	0							
Rybar co. tablets	48	0	13	2	7	2						
Rybarex (1091 Rybar)†	½oz	56	0	—	7	0						
1oz	100	0	—	12	6							
4oz	31	6ea	—	47	3							
Rybarvin (1091 Rybar)†	½oz	56	0	—	7	0						
1oz	100	0	—	12	6							
4oz	31	6ea	—	47	3							
Ryrotol (1091 Rybar)†	½oz	36	0	9	0	5	3					
S.7 (218 Calmic)	cream	30gm										
pessaries	12											
Sanatogen (1530 Fisons)	selected multi-vitamins plus iron	60	112	0	—	14	0					
Sari (1561 MD)	bath bliss	100cc	84	0	22	6	12	6				
Saventrine (972 Pharmax)	tablets 39mgm											
tablets 30mgm												
Schick (1054 R & A)	dial adjustable	113	2	31	2	16	9					
razor	118	4	32	6	17	6						
double-edged razor	118	4	32	6	17	6						
razor kit	H.M.500	284	0	78	1	42	0					
Scram (1116 5P)	(distributors 1545 Vestric)											
mouse repellent	10	0	—	1	2							
Seven Seas (176 BCLO)	cod liver oil	6oz	24	9	—	2	9					
16oz	51	9	—	5	9							
mint flavour	6oz	29	3	—	3	3						
capsules	25	18	0	—	2	3						
50	28	0	—	3	6							
100	52	0	—	6	6							
500	156	0	—	19	6							
syrup	6oz	38	3	—	4	3						
Sevilan (580 DH & Co.)	acne cream	20gm	48	0	13	2½	7	6				
Silvikrin (105 BTD)	existing entry											
Silvikrin (105 BTD)	7S hairdressing	46cc	18	3	6	1	3	0				
98cc	30	5	10	1	5	0						
aerosol	120gm	32	S	10	9	5	3					
hair cream	74cc	16	9	4	7½	2	3½					
150cc	24	10	6	10	3	5						
hairdressing	74cc	22	4	6	2	3	1					
164cc	33	6	9	3	4	7						
hairspray	120gm	33	6	9	3	4	7					
207gm	48	6	13	4½	6	7½						
pure	158cc	74	6	20	6	10	2					
shampoo liquid	minibottle	6	2	1	8½	10						
34cc	13	7	3	9	1	10½						
70cc	22	4	6	2	3	3½						
165cc	42	10	11	9½	5	10						
cream or lemon	minibottle	6	2	1	8½	10						
34cc	13	7	3	9	1	10½						
70cc	22	4	6	2	3	3½						
Sistometril (262 CIBA) †	tablets	20	S2	0	—	6	6					
Skin Deep (76 Atkinson)	cleansing cream	35	8	9	7	5	3					
cleansing milk	40	9	10	11	6	0						
deodorant roll-on	40	9	10	11	6	0						
foundation cream	tube	28	3	7	7	4	2					
jar	50	11	13	8	7	6						
moisture milk	50	11	13	8	7	6						
nourishing cream	tube	28	10	7	9	4	3					
jar	52	7	14	1	7	9						
Skincare (76 Atkinson)	existing entry											
Skincare (76 Atkinson)	cream	A-FA	71	3	19	1	10	6				
	A-FB	113	8	30	6	16	9					
Skin Life (S96 HR)	throat and neck											
cream	—	—	72	0					D			
lotion	—	—	42	0					D			
Slacks (781 Lusty's)	rheumatism tablets	50	17	6	4	10	2	6				
Smith Kendon (1152 SK)	glucose boiled sweets	16oz	44	6	6	8	5	3				
Snoballs (1153 S & N)	wool balls	12	0	—	1	6						
Solo (810 Maw)	men's hairdressing	17	I	4	8½	2	6					
Soventol (86 Barclay)	jelly											
Spray Net (597 HCL)	hair spray 3-way	110gm	34	10	9	4	9					
200gm	42	9	11	6	5	11						
265gm	53	4	14	4	7	6						
standard	100gm	33	7	9	0	4	7					
refill	50cc	9	2	2	S	1	3½					
Stabilin V-K (147 Boots) TS	capsules	125mgm	100	11	6ea	—	17	3				
250mgm	100	22	6ea	—	33	9						
tablets	125mgm	100	11	6ea	—	17	3					
500mgm	500	S4	6ea	—	81	9						
250mgm	100	22	6ea	—	33	9						
500 IOS	500	0ea	—	157	6							
D Styptol (86 Barclay)												
Supersoft (563 Hampshire)	hairspray hard to hold No. 3	33	11½	9	4	4	7					
Sylvaleer (1419 Intec)	tablets	40	120	0	—	15	0					
Synadrin 60 (614 Hoechst)	IS 117 0	32	6	17	4							
50	29	6ea	8	1½ea	52	4½						
Synalar (649 ICI) TS	cream	50gm	20	11ea	—	31	4½					
forte cream	5gm	17	3ea	—	25	10½						
ointment	50gm	20	11ea	—	31	4½						
Synalar N (649 ICI) TS	cream	50gm	21	6ea	—	32	3					
ointment	50gm	21	6ea	—	32	3						
Synandone (649 ICI) TS	cream	50gm	14	0ea	—	21	0					
ointment	50gm	14	0ea	—	21	0						
Tabac Original (961 EGP)	deodorant spray	84gm	—	—	15	0						
147gm	—	—	22	0								
soap toilet size (1)	—	—	6	8								
bath size (1)	—	—	10	4								
Tabillin (147 Boots) TS	tablets	200,000 units	100	10	6ea	—	15	9				
400,000 units	100	20	0ea	—	30	0			A			
Tang-y (906 Nutona)	apple molasses	67	6	—	3	9						
(2 doz.)												
Tellora D3 (1217 Tell)	2oz and 8oz	—										
1½oz and 5½oz	—											
D Tephamine (1091 Rybar)	Thean 500 (68 AH)	suppositories	10	78	0	—	9	9				
Tonabath (331 C of C)	foam bath capsules	8	45	9	12	3	6	9				
16	72	6	19	6	10	9						
Toni (1242 Toni)	Casual hair lightener	55	I	14	4½	7	11					
Topsy (109 BCL)	baby cream	jar	21	2	5	10	3	0				
Top-Taste (588 H & H)	diabetic biscuits	19	2½	—	2	0						
Travia (761 Lilia-White)	sanitary towels	38	I	—	4				D			
(1 gross)												
Skincare (76 Atkinson)	existing entry											
Skincare (76 Atkinson)	cream	A-FA	71	3	19	1	10	6				
	A-FB	113	8	30	6	16	9					
Tricoryl (518 Glaxo)	tablets	20	—	—	—	—	—	—	D			
Trio-kit (1154 5NP)	existing entry								D			
Trio-kit (1154 5NP)	original	21	Oea	2	8ea	30	2	2				
de luxe	40	0ea	8	3ea	63	3	3	3				
Triperidol (922 Ortho) †	tablets 0·5mgm	100	25	0ea	—	37	6					
500	112	6ea	—	168	9							
Imgm	50	16	3ea	—	24	4½						
250	75	0ea	—	112	6							
Twice as Nice (563 Hampshire)	shampoo and conditioner dual sachet	4	1½	—	1	4½	8					
Ultra Brite (280 CP)	S pack minimum order	34	6	9	5	2	4½					
tooth-paste standard	49	4	13	5	3	5	5					
(2 doz.)												
Vacco (126S Vacco)	flasks	master										
minor	VMS/H	57	9	6	0	6	0	6	II			
standard	VMS	66	0	7	0	7	0	7	II			
best buy	VBB	57	9	6	0	6	0	6	II			
standard	VBBZ	104	3	11	0	12	6	12	6			
family	vials	model JS	29	I	7	30	3	34	II			
V-Cil-K (413 Lilly) TS	tablets 125mgm	100	11	6ea	—	17	3					
500	54	6ea	—	81	9							
250mgm	100	22	6ea	—	157	6						
500	105	0ea	—	33	9							
1000	205	0ea	—	157	6							
Velm (781 Lusty's)	toilet soap	8	6	2	4	1	2					
Velocity (379 Dixor)	beauty foundation	liquid	16	8	4	7	2	6				
cleansing cream	16	8	4	7	2	6						
foundation cream	16	8	4	7	2	6						
powder cream tube	12	4	3	5	7	3	2					
40	4	3	5	7	3	2						
skin food	jar	37	0	10	2	5	6					
Vitalplus (34 A&H)	tablets	60	96	0	—	12	0					
Voigtländer (673 J of H)	projectors	Perkeo 150S	—	—	—	—	—	—				
Warricks (832 MW)	pastilles	catarrh	2oz	15	8	4	3	2	5			
cherry cough	2oz	15	8	4	3	2	5	2	5			
glycerine of thymol	15	8	4	3	2	5						

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

Adcortyl (1176 Squibb) TS tablets 2mgm 500 2ea	—	327	3	A	Apple Blossom (S96 HR) deodorant spray		A	skin perfume	3002	—	—	14	6
Aigrette (Valois (1446 Pearmoss)) perfume	small 11 9ea	3	2 1/2 ea	21	0	D	dusting power	2422	—	—	9	6	I
	medium 19 6ea	5	4 ea	35	0		drum	3206					Avazyme (369 DL) (distributors 1545 Vestric)
	large 117 0ea	32	2 ea	210	0			4207					
Ambodryl (938 PD) †57 elixir	80oz 36 8ea	—	55	0	I	dusting power							A
Anapax (1053 Rexall) sore throat spray	7-5gm 55 6	15	3	7	11	A	drum with puff	3208	—	—	17	6	perfume
													1/oz 15 0ea 4 2ea 26 6
													1/oz 34 0ea 9 5ea 60 0
													1/oz 44 3oz 12 3ea 79 6
													1/oz 71 0ea 19 7ea 126 0
													2oz 106 6ea 29 4ea 189 0

Bandit (Pique) (1446 Pear moss)
perfume $\frac{1}{2}$ oz 15 Oea
 $\frac{1}{2}$ oz 34 4ea

Belle (de Rauch) (1446 Pear moss)
perfume $\frac{1}{2}$ oz 35 6ea
 $\frac{1}{2}$ oz 59 6ea
1oz 95 Oea
2oz 142 Oea
toilet water 4oz 212 Oea
for men 2oz 23 6ea
4oz 41 6ea
8oz 65 Oea
16oz 118 Oea
16oz 118 8ea
4oz 25 6ea
8oz 39 6ea
16oz 65 6ea

Benadryl (938 PD) \dagger 57
powder $\frac{1}{2}$ oz 26 8ea

Berkomine (117BPL) \dagger 54B
tablets 25mgm 50 9 5ea
200 36 4ea
1000 169 5ea

Bio-Clear (596 HR)
coverfluid 0841 —
cream 0801 —
minute make-up 0852 —
medicated puff 0860 —
pore lotion 0822 —
shampoo 0832 —
wash 0813 —

Body Bulk (422 EG)
chocolate and malt 3 lb 16 Oea
7 lb 32 Oea

Brasivol (369 DL)
(distributors 1545 Vestric)

Cameo (1073 Robinson)
tampons 10 37 0
(2 doz.)

Canotier (Valois) (1446 Pear moss)
perfume small 11 9ea
medium 19 6ea
large 117 Oea

Carbrital (938 PD) \dagger 54A
elixir 16oz 144 0 —
Click-a-Sweet (1597 Ceebrite)

dis-pen-ser 62 0 —

Cuban Boy (422 EG)
molasses tablets 100 28 0
250 53 8 —
400 82 0 —

Diagnex Blue (1176 Squibb)
5 20 Oea

Dianimol (376 Dimol)
(distributors 1023 Radiol)

syrup 1oz 15 9 4 4
4oz 40 0 11 0 5 6

Dop (525 Golden)

hair spray 160gm 41 2 10 9 5 9

Dunlop (396 DC)
hot water bottles

golliwog 78 0 — 9 9

Symbol size 2

Teenager

Faringets (97 Bayer)

lozenges tube 20 23 0 — 2 11

Fracas (Pique) (1446 Pear moss)
perfume $\frac{1}{2}$ oz 15 Oea
 $\frac{1}{2}$ oz 34 Oea
 $\frac{1}{2}$ oz 44 3ea
1oz 71 Oea
2oz 106 6ea

Fresh 'n Clean (810 Maw)

refresher pads 11 9 3 3 1 9

Geriden (369 DL)
(distributors 1545 Vestric)

Hi-Lift (422 EG)
honey and yeast

tablets 150 40 6 4 10
350 57 4 6 10

molasses and yeast

tablets 60 18 9 2 3
150 40 6 4 10
300 57 4 6 10
1000 9 6ea 13 6

Himaizol (1249 Trufood)

spray-dried milk 16oz 100 0 — 10 6

Kodak (711 Kodak)

movie cameras Instamatic M12

case M14 — — 299 7
case M18 — — 439 1 D 33

case M18 — — 839 10 A 336

Le Galion (933 PLG)

bath oil $\frac{1}{2}$ oz 1oz — — 47 6

Longcils (1446 Pear moss)

eyebrow pencil 36 0 — — 5 6

eyeliner 88 0 — — 13 0

mascara brush 36 0 — — 5 6

eye shadow cream 84 0 — — 12 6

pearl finish 96 0 — — 14 3

Marotte (Valois) (1446 Pear moss)

perfume small 11 9ea 3 2 1/2ea 21 0

medium 19 6ea 5 4 1/2ea 35 0

large 117 Oea 32 2 1/2ea 210 0

Morny (862 Morny)

bath salt tablets 6 4506 — — 4 6

beauty bath foam 8oz — — 15 9

dusting powder 4350 — — 10 6

with puff 4310 — — 12 9

soap bath traveller talcum polystyrene

refill plastic 6061 — — 5 3

Mycozol (938 PD)

dusting powder flasks 114cc — — 4 6

Nine Flags (1598 NFI)

shaving Cologne flasks 2x57cc — — 39 6

flasks 3x57cc — — 39 6

4x57cc — — 49 6

6x57cc — — 59 6

9x57cc — — 79 6

Norlestrin (938 PD) \dagger 54B

tablets 20 70 0 — 8 9

Nudit (596 HR)

hair remover, facial 2601 — — 12 6

leg 2602 — — 11 6

Nu-Soft (810 Maw)

hankies 3 ply (12) 825.11

tissues 2 ply (12) 2 7 — 4

Organidin (369 DL)

elixir 4oz 70 6 — 19 3

Panteric (938 PD)

compound, pack of 25

Personna (438 ER)

blades injector

super stainless

presentation

pack 73 0 — 20 0

Phillips (977 PE)

hair drier HP4301 99 6ea

HP4607 123 8ea

Pitocin (938 PD) \dagger 54B

vial 5mls 4 4ea — 6 6

Pitressin (938 PD) \dagger 54B

0.5ml pack of 12

Predef 2X (1263 Upjohn) TS

multidose

injection 50cc 55 0ea

Prednisone (938 PD)

pack of 25

Pycazine (1154 SNP)

syrup

Rectalad (369 DL)

(distributors 1545 Vestric)

Respite (626 HH & C) \dagger

cough treatment

2oz 44 0 — 4 11

Rexall (1053 Rexall)

tooth tincture 14 0 3 10 2

Ronson (1079 Ronson)

electric razors

model 33

rechargeable 855 206 10ea

50 9ea 336

Sanella (810 Maw)

towels

half pack 150.05 12 1

No. 0 150.03 20 3

No. 1 150.00 22 6

No. 2 150.01 26 1

Soluble 150.02 20 7

Seb-A-Clen (369 DL)

(distributors 1545 Vestric)

Sherleys (67 Ashe)

Vapona dog band 114 0

Sparklets (183 BOG)

Hostmaster 54 9ea

Tancolin (810 Maw)

children's pastilles

24 16 11 4 7 1/2

Tang (596 HR)

gift set 9620

Tender Touch (672 Johnson)

manicure sticks

Tetrex-F (171 BLL)

entire entry

Theo-Organidin (369 DL)

(distributors 1545 Vestric)

Testamin (422 EG)

powder 8oz 38 0

16oz 56 8

7lb 24 0ea

14lb 44 0ea

tablets 100 24 6

300 54 6

1000 6 6ea

2500 16 6ea

5000 32 0ea

18000 90 0ea

plus paracetamol

20 19 1 4 10 1/2

50 40 2 10 2 1/2

• Vacarme (de Rauch) (1446 Pear moss)

perfume 1/2oz 35 6ea 9 10ea 63

1/2oz 59 6ea 16 5ea 105

1oz 95 Oea 26 16 168

2oz 142 Oea 39 1ea 252

4oz 212 Oea 58 4ea 378

toilet water 2oz 23 6ea 6 6ea 42

4oz 41 6ea 11 6ea 73

16oz 118 Oea 32 6ea 210

for men 2oz 16 8ea 5 8ea 30

4oz 25 6ea 7 1ea 45

8oz 39 6ea 10 1ea 70

16oz 65 0ea 17 1ea 115

Vademecum (1539 BV)

mouth wash 20cc 40 0 11 0 5

45cc 68 0 18 8 1/2 10

70cc 92 0 25 3 1/2 13

A Visa (Pique) (1446 Pear moss)

perfume 1/2oz 15 0ea 4 2ea 26

1/2oz 34 0ea 9 5ea 60

1/2oz 44 3ea 12 3ea 12 3ea 79

1oz 71 Oea 19 7ea 1/26 0

2oz 106 6ea 29 4ea 189 0

• Wander (1303)

diabetic chocolate

plain 3oz 14 1 1/2 2 3 1/2 1

milk 3oz 15 5 2 7 1

nut 3oz 16 11 2 9 2

assortment 1/2lb 31 11 1/2 5 3 4

diabetic chocolate

milk biscuits 37 9 1/2 6 2 1/2 4

AMENDMENTS TO KEY TO SUPPLIERS

785 Macarthy=Macarthy's, Ltd., Chesham

Chesham Close, Romford, Essex, Romford 46033.

989 Polaroid=Polaroid (U.K.), Ltd., Huggins La

Welham Green, nr. Hatfield, Herts, Hatfield 6251.

1157 S=Sophisticate, Ltd., New Road, Winsford, Ct

Winsford 3658.

1556 Farillon=Farillon, Ltd., Chesham House, Chesh

Close, Romford, Essex, Romford 46033.

5598 NFI=Nine Flags International, 1015yon Lane, Gr

West Road, Isleworth, Middlesex, Isleworth 1234.

Furan

Chemical Company Limited

310 Old Brompton Road

London SW5

Chelsea Drug

Chemical Company Limited

310 Old Brompton Road

London SW5

lowest cost Nitrofurantoin BP

50mg tablets 23/- per 50

100mg tablets 43/- per 50 Basic NHS prices

Printed by Eden Fisher (Southend) Ltd., Sutton Road, Southend-on-Sea, Essex,

and published by MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, London, W.C.2.



Dressing up for Christmas!

And getting ready for big Christmas demand! badedas in the new Christmas pack is this year's most sophisticated Christmas present.

Advertised in full-colour pages in Nova, Queen, Vogue, Harper's Bazaar and the Sunday Times Colour Magazine.

People will be looking for it. So be sure to display Santa badedas.
And remember, badedas keeps Lebenslust under its hat!

Ask your Cussons representative for details.



What's that pack doing with the fancy ideas?

Great new products-great new displays-great new promotions



**THE SWEET SCENT
OF EXTRA SALES
IS IN THE
AUTUMN WIND
WITH NEW...**

Exuberance

Max Factor's latest fragrance collection It means the sweetest smell of sales success of any fragrance range this year. Starting mid-October, there's powerful promotion through full-colour full pages in these leading women's papers; Petticoat, Honey, Nova, She,

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PROMOTION PARCEL

This attractive counter unit comes with the promotional parcel which contains 3 Units Dusting Powder, 3 Units Soap, 6 Units of Bath Cubes, 12 Units of Talc, 2 Units Parfum Cologne (4 oz.), 6 Units Parfum Cologne (2 oz.), 2 Units Spray Mist in Crystalique Oecanter, 1 Unit After-Bath Oil Spray and 1 Unit Dry Skin Perfume Bath Oil. There's also a colourful Permoglazed Showcard, Plus a Spray Cologne Tester. It all adds up to a big Package of Profit



Swedish Formula Hand Creme
IS A FORMULA FOR SMOOTH SELLING,
Special advantages for you and
your customers...

For YOU - a special parcel containing 12 normal packs for the price of eleven - still more profit! - plus 6 large size bottles, with Pump Dispenser, at a special consumer price of 8/11 each (value 14/6).

For YOUR CUSTOMERS - Swedish Formula Hand Creme with Pump Dispenser - Value 14/6, Special Price 8/11 saving 5/7 per bottle!



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BIG-SELL DISPLAY**

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HOT WATER BOTTLES

HOT FAVOURITES

QUICK SELLERS

Research in Animal Diseases. Bortin 45 cannot be used in man. It is available to pharmacists for supply to veterinary surgeons only.

SWEETENING AGENT

Unique Pack.—Ceebrite, Ltd., 6 Coulter Close, Cuffley, Herts, have adopted an unusual dispenser-pack for their powdered sweetening agent. Known as the Click-a-Sweet disPen-ser. The container is similar to a propelling pencil. One press at the top gives a measured dose of sweetener. Each is packed in a carton 1 doz. per display pack.



COSMETICS AND TOILETRIES

Double Use.—Parfums Le Galion, 1-2, Milk Street, London, E.C.2, have been experimenting with a bath oil to match their Sortilege perfume. The formula of that fragrance is such that they have not yet found a bath oil to smell precisely like Sortilege when used both in the bath and as a perfume directly on the skin. Market research has revealed that more than 85 per cent. of the bath oil is not used in the bath at all, but is used directly on the skin as a perfume. Therefore the company decided to introduce a new fragrance that could be used as a bath oil or directly on the skin as a perfume. The new le Galion bath oil is available in two sizes only, $\frac{1}{2}$ oz. and 1 oz.

Eye Liner.—Claimed to be "a fascinating innovation in eye beauty" "Shiny" eye liner by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, is



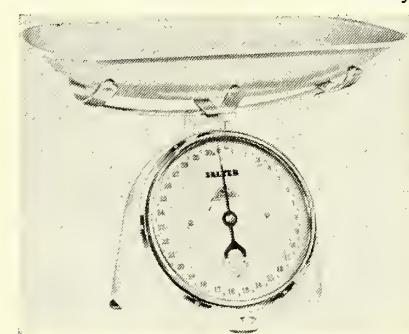
a liquid make-up that "is shiny when applied and remains shiny even after it dries." It comes in three basic colours — "Shiny" black, "shiny" brownish black and "shiny" brown. The eyeliner is applied directly from the bottle with its brush which is fitted into the cap. A wiper plug inside the bottle neck removes any surplus from

the brush so that there is "no drip . . . no spill." The bottle is distinctive, dark in colour with golden-tone lines and point, and is topped by a gracefully shaped cap that also serves as the easy-to-hold handle of the brush.

SUNDRIES

Available from Stock.—Kendall, 83 Pall Mall, London, S.W.1, have added fine seamless anklets and kneecaps to the Burson range of elastic hosiery. Other introductions include Burson two-way-stretch nylon and cotton anklets and kneecaps. All the items in three sizes, small, medium and large, are available from stock immediately.

"Highly Accurate" Baby Weigher.—The new 40AT range of spring balances of George Salter & Co., Ltd., West Bromwich, Staffs, has been designed to meet the need for easy conversion to the metric system. The basic unit is supplied already calibrated so that a simple substitution of the kilogram-marked dial is all that is necessary.



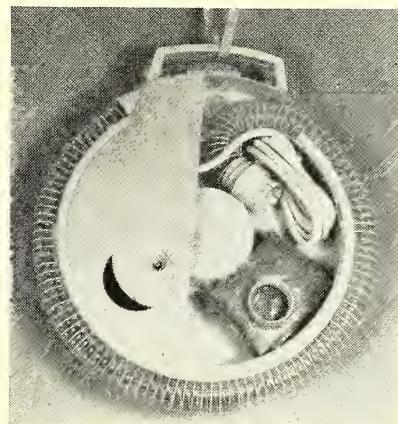
The machine was recently tested to over 5 million full-revolution weighings, at the end of which it still weighed within Board of Trade weights-and-measures tolerances. The range comprises three models (10 lb., 22 lb. and 30 lb.).

The "Ultimate".—Ronson Products, Ltd., Leatherhead, Surrey, are introducing what is claimed to be "the ultimate in electric shavers" a brand new



rechargeable model with a most distinctive appearance due in part to its unique moulded pistol grip body, moulded in high impact Lexan. The carrying case acts as a dual voltage charging unit and with built-in-mirror is suitable for travel anywhere in the world. The new model, the RS.855 can remain on charge continuously so that it is always ready for use. If necessary it can be taken away for a week's use without recharging. Another exclusive important feature is a direct link flex so that if the cells have been allowed to run too low the shaver can be used direct from the mains.

New Hair Driers.—Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2, have launched two new hair driers—the HP4301 compact and the HP4607 collapsible-hood (available with telescopic floor stand if required). The HP4301 is portable and light, and may be used anywhere by means of the handle or special shoulder-strap provided. Drying time is short because of the accurate matching of blower to heater and the completely



Philips new compact hair drier (HP4301).

new and efficient double-walled hood. The inner wall is perforated so that air is distributed evenly over the head for maximum drying capacity and optimum comfort. The metal spiralled plastic hose is flexible and impossible to "kink." There are five switch settings: off; room temperature; low; medium; and high (maximum temperature 85°C.). A safety cut-out with automatic re-set makes over-heating impossible. When the apparatus is not in use, the hood and flex are stored in the circular housing (complete with carrying handle) with the hose neatly around the outside. The HP4607 collapsible-hood hair drier may be fixed to a wall with the bracket provided or used in conjunction with the HK4115 telescopic floor stand. An important feature of the HP4607 is a retractable visor, which allows easier positioning under the drier and reduction of the drier to a height of 7 in. making for easy storage.



Made to Pamper.—Gillette Safety Razor, Co., Great West Road, Isleworth, Middlesex, have introduced a new bristle badger shaving brush packed in an attractive blue and white carton with a transparent front. Strongly made with an easy-grip plastic white handle, the brush is said to offer "a fury soft touch that should pamper even the most sensitive of skins." The company consider that the bristle badger should prove a good pre-Christmas seller.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Stab in the Back

SIR.—The chemist has had yet another stab in the back. Yardley products are now prominently featured in the British Home Stores. No doubt Messrs. Yardley will have a good explanation for this action, but it will not help the chemist, who is left wondering how long before Morny and Letheric products appear alongside the evergrowing range of cosmetics and toiletries in those stores. The chemist now faces ever increasing competition for his traditional lines, which are turning up in many unexpected outlets, often at cut prices; he now finds that his agency lines; to which he has given much effort to build into good sellers, are going elsewhere.

J. D. GLASSMAN,
London, E.11

[Messrs. Yardley's explanation for the new account is that it is an extension of their established policy of going into departmental stores.—EDITOR.]

SIR.—I see that our traditional chemist friends Messrs. Yardley have gone into British Home Stores and from first glance it appears they are stocking the cream of the business only. This of course leaves us to carry the rest! It seems to me only a matter of time before resale price maintenance on cosmetics is abolished and when this comes B.H.S. will be ready with price

cuts on Yardley and Factor. My current Yardley order is quite a time overdue and I draw my own conclusions from the above. N. R. PHILLIPSON,
Norwich

Basis for Complaint

SIR.—Shortage of space and the length of my letter compelled you to abbreviate it somewhat (*C. & D.*, October 7, p. 330), and I accept this as inevitable. I should, however, like to mention that the out-going figures which I have accepted as reasonable were supplied by Mr. Harbron. Points 9, 10 and 11, are about national average if taken together, not separately. The effect is the same, but I do not want to be shot unnecessarily. I must make it clear that my figures also include what is known as "idle time." I do not claim that these figures are anything other than an amateur attempt to discover if there is a basis for complaint. I now believe there is such a basis.

p.p Pharmaceutics (M/c), Ltd.
JACOB LEVY,
Director

No Connection

SIR.—As proprietors of dieting aid Slim Disks, and the recently introduced cyclamate sweetening cube Minnims, we would ask your help to dispel what appears to be a widespread misappre-

hension on the part of our pharmaceutical friends. We are a *small private independent* company, run by pharmacists and we hope and trust, for the benefit of pharmacists. Whilst maintaining cordial relations with our big local retailing, wholesaling, manufacturing and exporting neighbour we would like to state quite firmly in the words of the oft-used cliché that we have no connection with any other manufacturing firm of similar—or for that matter dissimilar—name.

pp. Trentham Laboratories,
(H.T.L. (Nottingham), Ltd.)
K. TURNER, B.Pharm, M.P.S.,
D. HEATH, M.P.S.,
P. LEES, Directors

White Paper Welcomed

SIR.—I, at least, really mean it when I say that I welcome the White Paper. It is to be hoped that the corresponding legislation is not watered down by "representations" or by lobbying by interested parties. It seems that the intentions apply both to "ethical" and "non-ethical" drugs and should, if implemented, severely check the extravagant and unproven claims made for such products as "disguised" caffeine or "specially pure," "finely divided" or "sustained release" acetylsalicylic acid, all being sold at many times the price of the unbranded materials. I note that attention is being paid to the proper and correct labelling of drugs and medicines; the White Paper however still leaves loopholes for the unscrupulous inasmuch as there is still no intention of making it obligatory to give names and amounts of the active ingredients on anything but the immediate pack. This information should be given also on accompanying literature, on outer packs and in all advertisements. The White Paper might also have been an opportunity for amending the present law so that a drug is labelled with its name unless otherwise instructed by the prescriber. Further, referring to labelling, I called the attention of the Minister of Transport many months ago to the fact that antihistamines were freely available to the public without prescription on condition that they bore a label indicating the hazards of possible drowsiness after ingestion and that the label in most cases was very small with even smaller and almost unreadable print; she was good enough to take up this matter with the Poisons Board but so far without result. I recently received a telephone message from the Home Office saying that they had been contacted by officials of the Ministry of Transport and had had meetings accordingly, but that there had been "representations" which had resulted in delays. Is it not now time that these potentially dangerous drugs, intended to combat amongst other things (and of all things) travel sickness, were put on prescription only?

M. A. PHILLIPS,
Romford, Essex

LEICESTER AUTOMATION CENTRE

Instruction and advice for industrialists

A THREE-DAY "Approaching Automation" exposition was opened by Mr. John Stonehouse, Minister of State, Ministry of Technology) at Leicester Regional College of Technology on September 5. The exposition, arranged jointly by the College and the East Midlands regional office of the Ministry marks the official opening of the Leicester Automation Centre. The centre will provide local industry with a service on all aspects of low cost automation and forms part of the Ministry's campaign to encourage industry, particularly the smaller and medium firms, to make greater use of low cost automation techniques.

The Leicester Centre is the fourth to be set up with Ministry support (others are at Edinburgh, Paisley and Birmingham). It is equipped with a wide range of commercially available pneumatic, hydraulic, electrical and electronic devices, most of which are incorporated in a specially designed simulator that enables circuits to be quickly assembled and connected. Besides its use on the instructional courses operated by the Centre, the simulator will also be available to representatives from local industry who wish to check the action of any proposed system prior to its installation. College staff led by Mr. A. B. Goodwin (director of the centre) will help

industrialists to identify the methods and equipment best suited to any potential application.

Among the items on the exposition programme was an exhibition in the main hall of the College. This was arranged in two sections, one dealing with simple, commercially available aids, the other illustrating advisory services provided by various organisations. In the first section, a particular facet of automation (e.g. materials handling, production techniques, sequential control, quality control and inspection, and joining and fastening) was covered by each stand illustrated by exhibits from two or three manufacturers. In another part of the exposition three companies performed part of their normal production using machine tools adapted to automated operation. The exposition was supported by a programme of films on low cost automation, including the Ministry of Technology's Approaching Automation and Automation Pointer films.

Similar centres are planned to open in the next few months at Bristol; Webb College of Advanced Technology, Cardiff; Gloucester; Borough Polytechnic, London, S.E.1; and Nottingham. Negotiations are also in progress towards the establishment of a further four centres of which no details are yet available.



C & D CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

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Problems for Retailers

In the face of impending new medicines legislation, as foreshadowed by the Government's White Paper, pharmacists may well consider that they have their hands full in lobbying members of Parliament and bringing pressure to bear on bureaucracy. But a timely reminder that those in general practice at least will have other commitments, in common with all retailers, has been given by Mr. C. L. Dodd in his presidential address to the autumn meeting and trade conference of the National Chamber of Trade at Paignton.

Mr. Dodd believes that a main concern of retailers will be the expected re-introduction into Parliament of the Protection of Consumers (Trade Descriptions) Bill which "fell by the wayside" with the dissolution of last Parliament. Since the Bill was first published, said Mr. Dodd, the Misrepresentation Act had been passed and that could be accepted as justification for drafting amendments to be made to the advantage of retailers. As originally drafted (see *C. & D.*, February 5, 1966, p. 133), the Bill aimed "a death blow" at service as it was understood in retail trade. It sought to make a retailer liable to a maximum penalty, even on first offence, of a fine of up to £300, or three months imprisonment, or both, for a "careless oral misrepresentation on a sale of goods." That would be despite the fact that the customer now had the right to have his money back and to seek damages in a civil action. As a defence, the retailer could blame his assistant. "Does the Government really want to abolish real service? —because this must be the inevitable outcome," said Mr. Dodd. A further aspect criticised by the speaker was the proposal that in order to ensure that a retailer did not make any misrepresentation, the local inspector of weights and measures should be given powers of entry "which even exceed those of the police in a murder investigation."

Referring to the problems posed by the ending of resale price maintenance on many goods, Mr. Dodd warned that if the independent trader was to survive, he must "learn to live with the times" with an intensification of competition and with withdrawal of almost every form of protection. The one thing above all that the independent retailer could offer and which must be the prime justification for his existence was the extent of his service. The speaker had some words of comfort to offer in that he believed price maintenance would return in time "as it has almost everywhere in the

world where it has previously been abolished." But in the meantime the independent retailer had to justify to the housewife the continuation of her support.

The National Chamber of Trade had been steadily increasing its influence in the past year or two, Mr. Dodd reported, and was taking a real part in the formation of legislation affecting the retail trade. But much remained to be done in the overhaul of the organisation's general set-up. Similar overhaul should be undertaken by local chambers which should have a far greater local influence than was at present apparent.

Although at present greatly concerned with their own professional problems, any contribution that pharmacists can make to the general good of retailing should be given.

NEW BOOKS

Human Organisation: Its Management and Value

RENSIS LIKERT. McGraw-Hill Publishing Co., Ltd.,
Shoppenhangers Road, Maidenhead, Berks. 9½ x 6½ in.
Pp. 258. 6s. 6d.

PEOPLE are the most important element in modern enterprises and in their successful management, through supportive relationships, lies a company's strength. Often, however, management books discuss ideal ways of managing staff without suggesting possible methods of translating theory into practice. It is in this vital respect that Professor Likert's book is different and also distinguished. By the use of forms — which may be completed by staff — he shows how a clear guide can be obtained of the management system in operation within a company and where higher productivity, better financial control and improved labour relations too, may be achieved. When used sequentially, after a year or so, the forms can reveal the changes that have taken place in the management's workings. Likewise, staff can comment upon the organisational characteristics they believe their management possesses and those which they would prefer it to have. Professor Likert's book, which is the result of over twenty years research, is highly practical; the chapters dealing with the "character of effective organisations" and "achieving co-ordination in a highly functionised company" are outstanding. The book is well written and is an excellent contribution to the knowledge of science-based management. All managers could profit from it, if only to help in their self-analysis.

R.K.C.

Any Business Questions?

Will the new Companies Act make any difference to the cost of forming a company?

THE registration fees payable on formation of a company are increased by £18 at each point. In addition the fee for filing annual returns is increased from 5s. to £3 0s. 0d., but all 5s. filing fees are abolished.

I own the various premises in which my three pharmacies are situated. I wish to arrange for my retirement and I had thought of transferring the properties to a company as part of a reorganisation. Will that cause any tax problems?

YES. You should on no account do this without first obtaining expert advice. If you transfer the properties to a company this will give rise to capital gains tax at 30 per cent. on a disposal. In addition any further disposal by the company may give rise to a gain chargeable to corporation tax at 40 per cent.

How do I change the name of my company? Its present name refers to a specific locality and I have extended the company's activities over a wider geographical area.

THE company must first obtain the consent of the Registrar of Companies for the new name. The company must then pass an extraordinary resolution to change the name and file particulars of the new name with the Registrar. A filing fee of 5s. is at present payable but this will shortly be increased to £10 0s. 0d.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

PHARMACISTS ON HEALTH COMMITTEES

Agreement expected soon on assistants' training

AS a result of a letter sent by the Pharmaceutical Society of Great Britain to local authorities suggesting the co-option of a pharmacist to health committees, it was reported that forty-one pharmacists had been co-opted to those committees or to home safety committees. The letter had also brought to light the fact that a further ninety-eight pharmacists were serving on councils as elected representatives or as co-opted members of health committees. That information was given at the monthly meeting of the Society's Council on October 4.

Special guests at the meeting were Mr. A. T. Hardy (president, Pharmaceutical Society of Northern Ireland), and Mr. H. W. Gamble (a past president), who were welcomed by the president (MR. A. ALDINGTON). They must have been impressed by the careful manner in which the Society's business was transacted especially during the short public session at the commencement of the meeting. The visitors, who were in London for informal talks about legislation affecting medicine, shared the pleasure with which Council members watched their president hand a president's badge to the immediate past president (Mr. J. C. Bloomfield).

Notice of Motion

THE PRESIDENT announced the receipt of a notice of motion from Mr. J. Levy which, he said, Mr. Levy wished to propose in public business. MR. ALDINGTON intimated that it was not for a Council member to demand that a notice of motion be discussed in public, although it could be requested. MR. ALDINGTON recommended that the matter be taken in private. MR. LEVY explained that he had previously moved the motion in private and all he was asking was it should be "transferred to the ordinary business." MR. ALDINGTON announced that the Council had agreed that the matter be taken in private session but after further argument it and a second motion were withdrawn by MR. LEVY.

MR. ALDINGTON referred to a letter on the adjustment in chemist contractor's remuneration which had been received from the Ministry of Health. He suggested that a report on the matter be made to Council at its next meeting.

The minutes of the meeting of the Registration Committee were presented by the chairman (MR. J. E. BALMFORD). The Committee recommended that the following chairmen of the panels of examiners for England and Wales be re-appointed for 1967-68: Pharmaceutics, Dr. E. A. Rawlins; pharmacognosy, Dr. B. P. Jackson; pharmaceutical chemistry, Dr. D. R. Bragg; physiology and pharmacology, Dr. G. M. Mitchell; pharmaceutics III Part A, Mr. J. Wright. It was reported that in the July entrance examination, fifteen candidates entered in all three subjects. Seven passed in all subjects, three in two subjects, three in one subject, and two candidates failed the examination as a whole. As the last entrance examination had now been conducted, the Committee recommended that a letter of thanks be sent to members of the board of examiners.

The head of the school of pharmacy, University of Leeds (Dr. R. C. Kaye) had informed the Committee that the course of study for a degree in pharmacy was being withdrawn and there would be no entries in autumn 1968. The Committee recommended that a letter be sent to the University, regretting the decision and expressing appreciation of the services given by the University to pharmaceutical education.

The minutes of the meeting of the Benevolent Fund Committee were presented by the chairman (Miss M. A. BURR). It was recommended that Christmas gifts be made to annuitants and persons receiving grants from the Benevolent Fund, and to dependent children.

In the absence of the chairman (Mr. J. B. Grosset), the minutes of the meeting of the Organisation Committee were presented by MR. ALDINGTON. After considering a suggestion that all formal Council business should be taken on Tuesday nights, it was recommended that no change be made in present arrangements in the immediate future. The Council had been asked by a member of the Society to consider the introduction of a rule that any voting paper in the Council elections which did not carry the full quota of seven votes should be invalid. It was resolved that a document on the present system for recording votes at Council elections, and on the single transferable votes system, be prepared for consideration by the Committee.

The minutes of the meeting of the Publications Committee were presented by MR. E. A. BROCKLEHURST. It was pointed out that discussions were at present taking place between the Society and the British Pharmaceutical Students' Association and that arrangements for supplying the Society's journal to students was one of the matters under discussion.

The minutes of the meeting of the Practice Committee were presented by MR. J. P. KERR. The draft schedule for the Distributive Industries Training Board to be set up under the Industrial Training Act 1964 contained a paragraph which excluded from the activities of the Board "the dispensing and compounding of drugs or medicines being an operation undertaken personally by an individual who is a registered pharmacist." The Committee recommended that the Ministry of Labour be informed that that view of a pharmacists' professional activities was far too narrow and that the exclusion should be widened to embrace "the practice of pharmacy."

Hospital Pharmaceutical Service

The Committee was told that it appeared that agreement would soon be reached between the Pharmacy Assistants Training Board (P.A.T.B.) and the City and Guilds of London Institutes whereby the City and Guilds would take overall responsibility for examinations. The P.A.T.B., however, would investigate the provision of a correspondence course. The entrance requirement for the proposed City and Guilds course would be that of continuous education up to the age of sixteen plus an investigation of the standard reached by the student, by the principal of the college where the course was to be conducted.

The Committee were reminded that an inquiry was to be made into the whole structure of the pharmaceutical service in hospitals. That inquiry would include a re-evaluation of the position of the pharmacy technician. The standards for entry requirements for assistants in general practice, as outlined above, and the level of training were not those likely to be expected of the hospital pharmacy technician in the future. The Committee resolved that comments on the proposed P.A.T.B./City and Guilds course for pharmacy technicians should await an investigation of the entry requirements and standards applying to technicians in the hospital service and to other courses offered by the City and Guilds Institute.

Replying to criticism of the use of rubber stamps for prescription writing (*C. & D.*, August 12, p. 142), the Association of the British Pharmaceutical Industry had intimated that they had recorded their disapproval of the practice in 1959. The matter would again be brought to the attention of their member firms. A particular company about which a complaint had been made had indicated that it no longer possessed stocks of such rubber stamps and that no more would be obtained.

The Committee recommended that the Committee on the

Planned Distribution of Pharmacy should investigate the question of part-time pharmacies.

The agricultural and veterinary practice subcommittee recommended that the Society should support the attitude of the Pharmaceutical Group of the European Economic Community towards the supply of veterinary drugs—that is, that all veterinary drugs be supplied through the pharmacy. The recommendations of the Practice Committee were adopted.

The minutes of the meeting of the Law Committee were presented by the chairman, MR. D. E. SPARSHOTT. During July and August, the premises of 2,163 authorised sellers and 284 traders had been visited by the Society's inspectors. The premises of 568 traders had been visited by the Society's agents. Twenty-one cases of alleged infringement under the Pharmacy and Poisons Act, 1933, two cases under the Pharmacy and Medicines Act, 1951, one case under the Pharmacy Act, 1954, and two under the Therapeutic Substances Act, 1956 were submitted. It was recommended and Council approved that proceedings be instituted against four authorised sellers and three traders, and that under Rule 16a of the Poisons Rules proceedings be instituted against an authorised seller in respect of alleged illegal wholesale transactions.

The minutes of the meeting of the Ethical Committee were presented by the chairman, MR. W. M. DARLING. Discussions had been held with the Ministry of Health and with the Committee on Safety of Drugs concerning the consumer testing of a pholcodine cough syrup carried out by Beecham Proprietary Medicines. It was recommended that the British Medical Association (B.M.A.), the Family Planning Association and the Ministry of Health be invited to discuss with the Society the advertising in the Press of pregnancy testing services. A letter had been received from the B.M.A. stating that a pharmaceutical company had asked pharmacists to complete a form giving the name of prescribers and details of preparations prescribed. The Committee recommended that publicity be given to the fact that the Council deprecated pharmacists being asked to disclose details of the prescribing of individual doctors. A director of the company concerned would be invited to discuss the matter. After the Committee had considered a letter from the superintendent pharmacist of a company which intended to construct pharmacy premises adjacent to a proposed group medical practice, it was resolved that two members of Council and the Society's inspector for the district should discuss the matter with the pharmacist concerned. The recommendations were adopted.

Ulster Chemists' Association

SEVENTH ANNUAL CONFERENCE AT ROSTREVOR

MORE than 100 pharmacists debated the future of the profession at the seventh annual conference of the Ulster Chemists Association at Rostrevor, co. Down during the weekend beginning October 6. MR. T. I. O'ROURKE (president) welcomed members on Friday night and after dinner there was a "social get-together" "homogenised" by the Association's resident M.C. Mr. Harry Boyd. Items contributed by a tenor, an elocutionist, a harpist, an accordionist helped to rapidly develop the happy family atmosphere so well known at the Association's gatherings. On Saturday morning whilst the ladies were taken upon a tour of the locality and visited linen and weaving mills, the members of the Association met to debate the following motion.

"That this meeting considers that the future of general practice pharmacy lies in the development of the professional part of the business to the exclusion of the commercial part."

Pressure on Retailers

For the motion the speakers were Messrs. A. W. Kernahan and J. C. Wellwood. Whilst Messrs. J. Ferguson and J. Knox spoke against the motion. MR. KERNAHAN said that it was essential for pharmacists to plan ahead. In five years' time the newly qualified person would hold a degree and would want to be a professional pharmacist "not a shopkeeper." Mr. Kernahan thought that the newly qualified pharmacists would want to help doctors more than pharmacists did at the present time. He called upon the pharmacists to plan for the change "otherwise it would engulf them." Retail pharmacy was being subjected to greater and greater pressures, resale price maintenance was "a dead duck," films and cameras were now available in stores and he felt that those who marketed agency cosmetics

might have to change their outlook. He referred to the redevelopment that was being given increased momentum everywhere resulting in new and enlarged towns. Many pharmacies were being swept away and not being replaced, furthermore there was an increased tendency for doctors to group together.

More Professional

Pharmacists had a sheet anchor in that they had been entrusted with the dispensing of medicines and the sale of a number of drugs "as a monopoly." Further development in that way was the only possible solution for the pharmacist. He should become a more professional man providing a service similar to that of a doctor or a dentist. He must get rid of the shop-keeping part of the business and somehow associate with doctors in their health centres. Supporting the motion, MR. WELLWOOD pointed out that pharmacists were being educated to a degree standard because it was believed essential for them to understand and use, in a practical manner, the chemistry, pharmacology, therapeutics, microbiology, posology and all the mass of forensic pharmacy "that was wrapped up in every tablet, pill, suppository, injection, cream, ointment, or bottle of medicine" that was dispensed. Mr. Wellwood suggested that if pharmacists believed that their knowledge, and the necessity for keeping it up to date, was vitally important to the general public then that task was a full time job and pharmacists should not detract from their academic and technical work by indulging in trade activities.

In Northern Ireland shops were closing at the rate of twenty-three or more a year. That figure would accelerate with further planning and redevelopment. The average age of pharmacists

in Northern Ireland was forty-four to forty-six years. That average would continue to rise and at the same time accelerate the closing of pharmacies for some years to come. It was imperative that a planned distribution of pharmacies relative to a population of approximately 5,000 persons and two pharmacists per pharmacy should be instituted to ensure remuneration commensurate with their professional activities.

"Men With a Niggle"

Opposing the motion MR. J. FERGUSON said that there were some retail pharmacies where the professional side "accounted for over 80 per cent. of turnover." The proprietors were possibly satisfied men with a "niggle" at the back of their minds because much of that 80 per cent. was highly vulnerable to government activities. Statistics for pharmacies in Ulster were not readily available and therefore he had relied on figures for Great Britain and projected them to estimate the position in Northern Ireland. He had asked himself what would be the position if a magic wand was waved and the distribution of medicines restricted to pharmacies. The total market in Great Britain for medicines and para-medical supplies was quoted in 1964 at about £60 million with a little, possibly about 2 per cent. increase since that time, according to the Index of Retail Prices. Of that £60 million about £40 millions were medicines in the true sense which, when the wand was waved, would be restricted to pharmacies. Pharmacy had already about £20 millions or so of that turnover and so the extra turnover available was another £20 millions. The total over-the-counter turnover was estimated at £267 millions in 1966. So the extra £20 millions turnover was equivalent to less than 8 per cent. In other words much less than £2,000 per

pharmacy. In Ulster the population per pharmacy was about 2,100 in 1966 so assuming the same expenditure per person on medicines in Ulster as in Great Britain, the equivalent turnover increase if medicines were sold only in pharmacies was less than £1,000 per pharmacy.

It had to be remembered that if pharmacies were to be the sole distributors of medicines then the service must be provided to ensure there were enough pharmacies to do the job.

Pharmacists "Cannot Afford It"

Mr. Ferguson then compared the figure of £20 million a year extra turnover of medicines with the market for facial tissues that in 1966 was about £10 million whilst that for hair care-preparations reach £28 million and for other toilet preparations over £40 million. He therefore submitted for the best possible reason "that of economics" he must oppose the resolution. Pharmacists just couldn't afford it unless all hopes were placed on substantially higher prices for all medicines. Also speaking against the motion, MR. J. KNOX said that Mr. Kernahan and Mr. Wellwood had made much of status, ethics, prestige and one could visualise the future pharmacist immaculately gowned in a sterile dispensary, surrounded by stainless steel equipment, with every particle of air "carefully washed and polished before being allowed to enter." All such things smacked to him of pharmaceutical snobbery and so far as he was concerned that had never yet put the breakfast on his table. Mr. Knox quoted from a recent leaflet issued by the Association of the British Pharmaceutical Industry. The nation spent per person per day on food 70d., clothes 27d., vehicles 20d., smoking 17d., alcohol 17d., travel 9d., entertainment 4d., newspaper 2½d., medicines 2d. He asked "Is it seriously suggested that we as pharmacists should throw out toilet preparations, cosmetics, photography and sundries so that we can all join in a free for all for this two-pence per day — perhaps!" He recalled recent sales of a camera, projector, screen and films that had resulted in a cheque for £120 and he wondered how many more "of those old codneys" he would have to count for that. He knew of another transaction involving Parker pens that had resulted in a cheque for £325 and again he asked how many 2 oz. boxes of pasta zinc ox. cum ac. sal. and 1 per cent. picis carb. he would have to fill for that sum. Reference had been made to posology, microbiology, etc. and he agreed that anything enhancing the professional part of the business was good and worthwhile. Nevertheless a highly successful business could be built up by combining the commercial and professional aspects, and by stocking all those items traditionally reserved to pharmacy.

He also believed that maximum profitability could be gained in a business without hurting or injuring the professional image of pharmacy.

MR. R. G. P. McMILLAN, Northern Ireland Health Services Board, doubted whether many of the statistics that had

been quoted would apply in ten years time. He thought there was something wrong in "pharmacy thinking." Small businesses would not be able to compete with "big business" in ten years time. A pharmacist must make his living as a professional person if he wanted to succeed.

MR. W. H. BOYD, Belfast, was concerned about the next 20 years believing that pharmacists had "slipped up somewhere." In his business about 50 per cent. of his turnover was "from medicines" and the remainder from "cosmetics and photography" which was responsible for 75 per cent. of his stock. His medicinal stock was turned over five times a year but the figure for the remainder was 2½ times. He knew "a very successful herbalist" who had a queue of customers each morning and "ran a Jag." Mr. Boyd guessed that the herbalist's stock of drugs was only half of his and the herbalist stocked no cosmetics. He was considered "a consultant." Pharmacists, Mr. Boyd said, were putting themselves at the back of their pharmacies "we are not putting ourselves in front of the public," meanwhile the grocers were "picking the cream of the popular lines."

Agreeing with Mr. Kernahan was MR. H. W. GAMBLE, Belfast. It was the only sound future. He could not see the profession being completely divorced from commerce but it was essential that pharmacists should be "more professional if they were to succeed." Also supporting the motion was MR. J. K. M. McGregor, Belfast, who believed the problem was "one of timing." None of the pharmacists present could live without commerce. Each must survey his own business intelligently and keep abreast with progress. When the time was ripe emphasis could be changed to "The professional end."

Professional Aspects Not Seen

Another who supported the motion and felt that the professional aspects of pharmacy should be developed was MR. N. W. SMYTH, Killyleagh, who spoke of the laboratories in the municipal college of technology where he had seen several students working in a laboratory equipped with first class apparatus. Only two of those students were joining the ranks of retail pharmacists, because they did not readily see the professional aspects of retail pharmacy.

Strongly against the motion was MR. WM. C. MAGEE, Sixmilecross. "Pure professional pharmacy" would place pharmacists in the hands of the politician "who is possibly the most dishonest man in the community." By a mere change of vote pharmacy's future could be destroyed. He thought it was possible to combine a professional and commercial outlook. Commenting on Mr. Boyd's reference to the herbalist Mr. Magee said that if he was the only pharmacist in Belfast he would have "seven Jags." MR. T. G. RUTLEDGE, Omagh, "couldn't see the public at large paying pharmacists as professional men," whilst MR. J. McMILLAN, Portrush, said that he could

see himself being a monk in sack-cloth if he had to rely on professional pharmacy. Pharmacists were suffering from inheriting bad legislation and economic factors. The correct future course was to try and improve the ethical and professional aspects of pharmacy and give the public service and satisfaction.

MR. H. G. CAMPBELL, Ballymoney, wanted to know where were the increased professional fees to come from to support more professional pharmacies. Also opposing the motion was MR. WILLIAM DONALDSEN, Londonderry, who said his business was derived equally of professional and commercial activities. He had no intention of giving up one for a small increase in the other. Pharmacists had been fighting for decent dispensary fees but "hadn't made anything of it." He also believed that politicians were a notorious body. One group could give a 10s. fee but the next would only grant 2s. 6d. He referred to the recent Government White Paper on medicines legislation and the list of exempted medicines that could be sold outside pharmacies. He believed there should be no exemptions and suggested that sales of animal and veterinary medicines should also be limited to pharmacies.

Government Would Pay

Winding up the debate MR. KERNAHAN said he felt the future pharmacists could assist doctors more than pharmacists did at present and if they did so the Government would provide the fees. "If you look upon yourselves as tablet counters" he said "everybody else will." He also pointed out that there were only seventy-seven pharmacists under thirty years of age on the Northern Ireland register at the present time. He had been talking of plans of five to ten years ahead. As an example that planning was essential he pointed out that fifty-five pharmacies in Belfast were affected by the proposed new ring road. Mention had been made of big sales in the commercial departments of pharmacies but he felt that in ten years' time there would be "others selling cheaper." MR. WELLWOOD said he anticipated that rural pharmacies would be subsidised. They were a vital part of the service. Pharmacy was like a boat in a deep ocean, planning was essential to help in its navigation. For the opposition MR. FERGUSON pointed out that the proposers had not said what pharmacy would look like in twenty years' time. The more that pharmaceutical businesses become dependent upon the drug bill the weaker the negotiators became. Pharmacists would succeed in business because they were "good at selling cosmetics and good at selling photographic materials."

MR. KNOX criticised the suggestion that pharmacists should help the doctors. The only instrument doctors used to-day was the ball point pen. Let those who supported the motion remove toiletry and cosmetic products from their pharmacies on Monday morning and "let us all see how many are solvent in one month's time."

When the votes were counted the result was declared "a tie" the presi-

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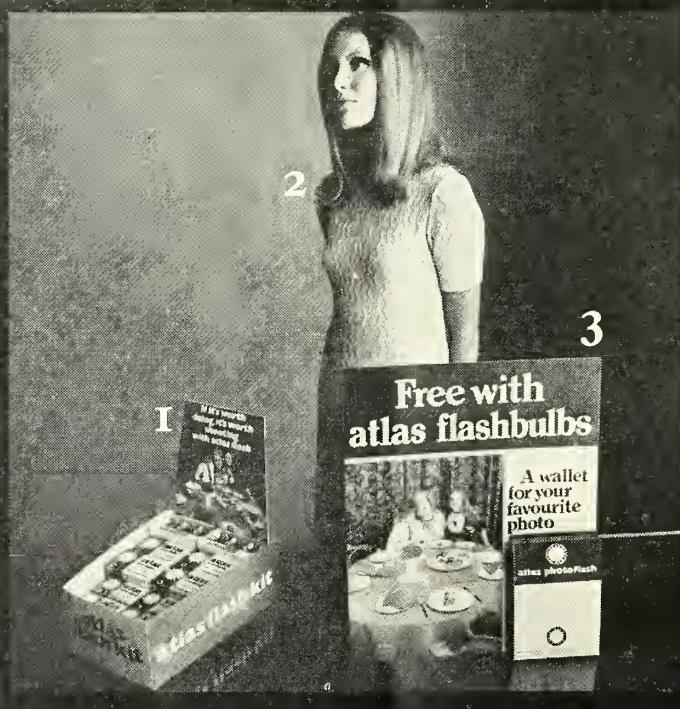
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dent (Mr. T. I. O'Rourke) declined to give a casting vote saying the result was "a good one."

During Saturday afternoon, members and their guests were taken on a motor tour round the Cooley Peninsula stopping at Carlingford and at Omeath where there was an open air Calvary and Stations of the Cross. From Carlingford the party drove through the rugged hills to Ballymascanlon for tea.

After dinner, Mr. J. C. Wellwood and Mr. W. J. Moffat M.C.'d the conference dance in the hotel's large ballroom, the dancing being interrupted at regular intervals for the presentation of spot prizes in which many of the children present assisted in organising the necessary "eliminations."

On Sunday afternoon, the members met for two more business sessions. At the first, MR. J. WRIGHT (secretary N.P.U.) gave a talk "Mistakes — . . . in the best of circles" in which he described the work of the Chemists' Defence Association and detailed the advantages of indemnity cover through the C.D.A., the scope of its cover, and of the defence benefits, free analysis benefits and the free legal advice. He also enlarged upon conditions on which indemnity, legal advice and legal defence benefits were granted. Mr. Wright pointed out that directors of the C.D.A. were all in retail business and they knew from their experience what were the benefits of settling claims out of court. The scope of the indemnity cover was extremely wide. It might be thought that the dispensing and supply of medicines would be a fruitful source of mistakes but in practice very few mistakes were made in dispensing having regard to the many millions of prescriptions dispensed by pharmacists in Great Britain and Northern Ireland. There had been a number of claims resulting from the misreading of prescriptions, a risk that was much greater because of the prescribing of so many proprietary medicines. Examples of cases that had given rise to claims included Mysoline confused with Mepilin, Phenergan with Permapen, Anturan with Anthisan, Solpen with Solprin. Mr. Wright later referred to the use of benzalkonium chloride solution as a solvent for pilocarpine nitrate. He said that unless the pharmacist was dispensing many prescriptions for eye drops it was much safer to order the 0·02 per cent. vehicle instead of the 50 per cent. benzalkonium chloride solution B.P.

Trouble with Flies

Foreign bodies had been known to get into bottles of medicines. In one part of the North West of England common houseflies seemed to have had a propensity for flying into bottles of medicine and at one stage the C.D.A. decided to arrange for an analyst to establish the specific gravity of the common housefly. He was able to prove that any fly introduced into the bottle could not be poured out with the medicine through the neck. The claim in that case was abandoned. It was not always drugs and medicines on prescription that gave rise to difficulty. He recalled a case where through

faulty measuring of the patient a wrongly made one-way-stretch thigh stocking was supplied. The patient suffered from embolism and subsequently had a period in hospital and ten weeks off work. Claims had also been received in respect of death or injury to pigs, cows, sheep and even in respect of the death of eight goldfish and twelve snails because wrongly-labelled malachite green solution was supplied.

Accident Claims

Claims arising from accidents and covered by the third party risks indemnity had ranged over the years from the simple to the complex, such as a customer burning a coat on a shop heater to the American lecturer who broke his leg on a private forecourt owned by a member. Mr. Wright emphasised that the employer was normally liable for any negligence on the part of his employees in the course of their employment. Mr. Wright then dealt with warranty defence and advised that care should be taken to ensure that storage conditions were satisfactory and that new stock was placed behind old stock thus reducing the risk of a claim arising to the absolute minimum.

Indemnity benefits applied to retail sales and not to wholesale sales, but members with small wholesaling businesses could obtain additional indemnity on payment of an additional subscription. Dealing with free legal defence benefits he said it was a matter of policy that free legal defence benefits could not be provided where proceedings were instituted against a member for the enforcement of the Pharmacy Acts except where it would, in the opinion of the C.D.A. officers, be in the general interest of members. The directors intended to consider whether the proceedings under the Therapeutic Substances Act should also be excluded from the defence benefits.

Members were entitled to legal advice on any question under the sun whether it was connected with the business or any private matter. Where necessary, opinions were sought from solicitors in London, Glasgow or Belfast from an N.P.U./C.D.A. consultant.

MR. D. MOORE, Downpatrick, wanted to know if C.D.A. policy covered premises where the pharmacist lived over the shop and he was told "Yes"—if it could be said that the whole of the premises were in use in connection with the business. MR. WRIGHT later told MR. W. H. IRWIN, Belfast, that it sometimes was useful to consider the proprietor pharmacist as being in two occupations, one running a business and the other in his capacity as a landlord, in that way his responsibilities could be more clearly seen. "It all depends" was Mr. Wright's answer to MR. N. W. SMYTH, Killyleagh, who asked what was the position of a pharmacist who had handed a bottle of medicine prescribed for an elderly patient, to a neighbour and that neighbour on her way home had dropped the medicine and cut herself. Mr. WRIGHT explained that the question arose "Why did she trip?" He doubted

if the pharmacist could be held liable.

MR. D. M. McCracken, Bambridge, referred to the difficulty of reading some prescriptions. He wanted to know if "the pharmacist carried the can" or did the doctor have any responsibility. He was told that in practice the pharmacist was responsible. "He should not make guesses." In cases of doubt he should get in touch with the doctor. Later MR. A. W. KERNAHAN, Northern Ireland Group Health Services Board, agreed with Mr. Wright saying that when the board received a prescription they assumed the chemist had dispensed it correctly.

MR. C. S. RITCHIE, Ulster Chemists' Association, was assured that a pharmacist employing a locum was covered by his policy if the locum made a mistake.

MR. J. M. THOMPSON, Belfast, was told that if a doctor prescribed and the pharmacist dispensed a wrong dose then the pharmacist would be held responsible.

MR. WILLIAM DONALDSON, Londonderry, immediately pointed out that many doctors were "very touchy" about their handwriting. Too many references back to them could probably cause difficulties that might reflect on business. Did the C.D.A. policy cover the loss of goodwill? MR. WRIGHT replied "No". He agreed it was a difficult situation but the pharmacist had a responsibility to take reasonable steps to ascertain what was intended on the prescription.

MR. W. J. W. CRAWFORD suggested that the local Pharmaceutical Committees could assist in such cases and act on behalf of a chemist who was experiencing difficulties.

Dispensing for Pets

MR. J. WELLWOOD, Belfast, was assured that claims against a pharmacist in respect of a mistake when dispensing "for household pets" were covered by the C.D.A. policy, and that prompted MR. BOYD to refer to the Veterinary Surgeons Act whereupon MR. WRIGHT said that if a chemist had made a dispensing mistake he would be covered and if he had committed an error under the Veterinary Surgeons Act he would also be covered.

At a second business session of the afternoon, MR. G. T. M. DAVID (past chairman, N.P.U. Executive Committee) talked on "Current Problems in General Practice." Dealing with health centres and group practice he said a real opportunity presented itself in the new towns and the areas which were not at present built up, to plan the pharmaceutical service with the co-operation of the local Pharmaceutical Committee. In areas where complete demolition and rebuilding was being carried out, the planning of a pharmaceutical service required consultation between the local authority and the local pharmaceutical interests. It might have to be accepted that there would be fewer pharmacies in the rebuilt area, but each would be able to support two or even three pharmacists. In inhabited areas where a health centre or group practice was introduced the biggest problem was that the whole pattern of dispensing was changed, and the only real answer

seemed to lie in some form of planned distribution of pharmacies. That however, must take time, and the proposed measures be fully considered and discussed. Referring to the Government White Paper on the legislation affecting medicines, Mr. DAVID pointed out that it was "no answer to the pharmacists' prayer." The proposed list of exemptions was a vital question and all efforts must be made to keeping the public interest in mind at every stage. Even if there was a much wider restriction of medicines to pharmacists than existed at present, it would not "provide a cushioned feather bed." The extra turnover would only amount to £2-3,000 a year, less in Ulster where the average population per pharmacy was 2,100 as compared with 3,800 in Britain.

Meeting Competition

The increase in competition from others who now sold the goods traditionally sold in pharmacies must be met and the N.P.U. policies had been designed to help members accordingly. Much work has been done in the pharmacy planning department of the N.P.U. and it was essential that pharmacies were modern, clean and attractive. The N.P.U. placed great emphasis on the need for pharmacists to accept the responsibility to train their staff so that they had adequate knowledge of the goods and preparations they sold. It was a powerful weapon in developing pharmacy's greatest asset—the confidence of members of the public. "This is the thing upon which we have built our businesses." The Executive believed that it was in the interests of all N.P.U. members for members of the public to be shown that there was a link between the private retail pharmacies and the N.P.U. products helped in establishing "corporate identity."

During the discussion, MR. DAVID told Mr. J. McMILLAN, Portrush, that if there had to be a pharmacist in a health centre then he would object if that pharmacist was an employee, whilst doctors and dentists were considered as contractors. Where there was no pharmacist in a health centre the local pharmacists were responsible for the pharmaceutical services. Mr. N. A. J. ANDERSON, Portadown, was told that probably the local pharmacists in the centre had not appreciated the effect of the centre on their businesses, but he understood that the total cost of running Sighthill was such that the Government were loathe to establish similar health centres. MR. C. S. RITCHIE (secretary U.C.A.) wanted to know if at least one large consumer advertisement for N.P.U. products would not help pharmacists to establish sales, to which MR. DAVID replied that an advertising fund was being built up slowly. MR. FERGUSON pointed out that a *Daily Express* advertisement could cost £5,000 for one day. The N.P.U. fund was building up more quickly now as turnover had been increased. He would not rule out nationwide displays tied to the use of limited advertising media, but they could not compete against large national launches

by the bigger manufacturer because the N.P.U. margins were "so completely different." MR. J. KERR, Belfast, wondered if the N.P.U. had concerned themselves too much with the immediate future. Perhaps they should look further ahead and consider new qualifications. Mention had been made of the present goodwill available to chemists from the public but he hardly thought that "degree men" would be attracted to retail pharmacy although he may be interested in health centres. MR. DAVID pointed out that the resolution considered during the previous day was in favour of professional pharmacy to the exclusion of commercial pharmacy. What he had in mind was the present figure of 2,100 persons per pharmacy in Northern Ireland when it would require at least 10,000 persons to support a purely professional pharmacy. He also considered that the present student "knew a lot of pharmacology, but little of therapeutics," it was essential that he should be trained in that subject. He reiterated his belief that even in present conditions, it was possible to have a satisfactory professional life in retail pharmacy. He had never felt that there was any particular disgrace in "selling things."

Salaried Service

So far as he could see, the purely professional type of pharmacy was only possible in a salaried service. The present economic activity in retail pharmacy was its strength and that was shown by its effect in forcing the Ministry to upgrade the salaries in hospital pharmacies.

He also recalled that the previous secretary of the Pharmaceutical Society said there was no difference in kind between selling over the counter and dispensing. The responsibility to the patient was the same. Again he repeated there was no disgrace in selling if pharmacists did it professionally. As professional retailers it was possible to departmentalise pharmacies. MR. ANDERSON, Portadown, was then told that when health centres were proposed local pharmacists should pool their resources. There appeared to be no legal way of preventing a pharmacist who heard about the provision of a health centre leapfrogging, and setting up shop nearby, and there was nothing in the pipeline of N.P.U. activity to suggest how to cope with that situation. MR. J. A. BROWN, Belfast, was also told that leapfrogging was considered unethical among the medical profession. Anything that deprived professional colleagues of their livelihood could be considered unethical. The whole problem was being given consideration. MR. J. KERR, Belfast, said he was interested in group pharmacists because the pharmacies in Northern Ireland were usually operated by one man and it appeared an ideal time to get together to ascertain if a number of pharmacists could possibly employ a "group" pharmacist. MR. J. A. BROWN maintained that a pharmacist had a right to practise where he pleased, to which MR. DAVID retorted "the reason we are in a mess today is because such things happened in the

past." To continue that is merely to perpetrate the present difficult position. To allow every graduate to open a shop just wasn't in the best interests of the pharmaceutical service. MR. W. J. MOFFAT, Belfast, stated that if there was some restriction of N.H.S. contracts it would be possible to plan pharmacies in the future. Whilst MRS. C. WATSON, Belfast, wanted to know about the mechanics of "getting limitations," would it be through Parliament and Private Members' Bills? MR. DAVID believed that if all pharmaceutical interests could agree on some acceptable plan the Government would accept what was recommended, but if the matter became "controversial" it would not "get through." MR. A. T. HARDY, Belfast (president of the Pharmaceutical Society of Northern Ireland) referred to the White Paper on Medicines Legislation. He thought that if the Pharmaceutical Society "got what they wanted or even a good deal of it" it would change the whole face of pharmacy. Pharmacists in Northern Ireland were anxious to keep in step and he had therefore asked the president of the Pharmaceutical Society of Great Britain to give a talk on the White Paper. He had agreed to do so, and said if possible he would bring the Society's secretary with him. MR. DAVID agreed with the importance of the measure but disagreed that it would change the whole face of pharmacy. "If we got all we want, it will only increase turnover by 8 per cent. It will, however, increase our status, but not improve us economically." MR. R. THORNTON, Newcastle, disclosed that he was interested in modernising his pharmacy, but he did not feel entirely competent to merchandise the goods as they should be. He asked that articles on that topic should be published "in the C. & D." MR. FERGUSON pointed out that Mr. Long was to visit Northern Ireland shortly and he had special experience in merchandising and might be able to help. Perhaps the Executive would arrange contacts.

PACKAGING NOTES

Jars from Stock Moulds. — Three sizes of polystyrene jar, made from stock moulds, are available from A. F. Grover & Co., Ltd., Higham Road, Chesham, Bucks. The sizes are $\frac{1}{2}$ -, $1\frac{1}{2}$ - and $2\frac{1}{2}$ -oz. The containers are avail-



able in almost any colour and lids may be printed or labelled. For manufacturers who want individuality but do not wish to bear the cost of injection moulding tools, they may well be the solution sought.

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 370

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

CANDEPTIN vaginal tablets

MANUFACTURER: Julius Schmid, Inc., United States.

DISTRIBUTOR: London Rubber Industries, Ltd., Hall Lane, Chingford, London, E.4.

DESCRIPTION: White, pear-shaped vaginal tablets, marked "J.S." on one side, each containing candidicidin powder equivalent to 3 mgm. candidicidin activity dispersed in starch, lactose and magnesium stearate.

INDICATIONS: Vaginitis, due to *Candida albicans* and other *Candida* species.

METHOD OF USE: One Candeptin tablet should be inserted high in the vagina morning and evening for fourteen days.

PRECAUTIONS: Caution is advocated in the use of the applicator in pregnant patients.

SHLF LIFE: Eighteen months.

PACK: Box of twenty-eight plus applicator.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: August 1967.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

DEPRONAL S.A. capsules

MANUFACTURER: William R. Warner & Co., Ltd., Eastleigh, Hants.

DESCRIPTION: Hard gelatin capsules with a clear body and orange cap, each containing 150 mgm. of dextropropoxyphene hydrochloride (processed into pellet form allowing the drug to be released slowly over eight to twelve hours).

INDICATIONS: Relief of pain, particularly chronic, persistent or recurrent pain, as in arthritis, slipped disc, sciatica, lumbago, trauma, neoplasm, herpes zoster and dysmenorrhoea.

DOSAGE: One capsule every eight to twelve hours when needed.

NOTES: At analgesic dosage, dextropropoxyphene has no significant constipating or respiratory depressant effect. Skin rash or gastrointestinal upset has rarely been seen; occasionally drowsiness may occur.

SHLF LIFE: At least two years.

PACKS: Bottles of fifty and 250.

SUPPLY RESTRICTIONS: P.I., S.I.

FIRST ISSUED: September 1967.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

PARA HYPON tablets

MANUFACTURER: Calmic Ltd., Crewe Hall, Crewe, Cheshire.

DESCRIPTION: Pink, uncoated tablets, each containing 500 mgm. of paracetamol, 10 mgm. of caffeine, 5 mgm. of codeine phosphate, and 5 mgm. of phenolphthalein.

INDICATIONS: For the relief of pain and fever associated with influenza, colds and tonsillitis and relief of pain in headache, dysmenorrhoea and rheumatic conditions.

DOSAGE: One or two tablets should be taken every four hours as required.

PACKS: Carton of ten tablets in foil and dispensing pack of 100 tablets in foil.

SUPPLY RESTRICTIONS: P.I.

FIRST ISSUED: September 1967.

PLACING ON C. & D. TABLET AND CAPSULE IDENTIFICATION GUIDE: G7, 16/32, P, R, Cv/Cv, —, N/H.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

THEAN 500 suppositories

MANUFACTURER: Astra-Hewlett, Ltd., King George's Avenue, Watford, Herts.

DESCRIPTION: Suppositories, each containing 500 mgm. of prophylline.

INDICATIONS: Relief of bronchospasm, particularly in chronic bronchitis and bronchial asthma.

DOSAGE: Adults: One suppository should be inserted once or twice daily.

NOTES: Suitable for adult administration only.

SIDE EFFECTS: May include signs of central nervous system stimulation or, rarely, palpitation.

PACK: Box of ten suppositories.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: September 1967.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

INFUVAC influenza virus vaccine

DISTRIBUTOR: Crookes Laboratories, Ltd., Telford Road, Houndsditch Estate, Basingstoke, Hants.

DESCRIPTION: Inactivated, polyvalent influenza virus vaccine.

Normal saline base containing the following strains of influenza virus:—A2/1/66, 5250 H.A. (haemagglutination) units; A2/67/63, 5250 H.A. units; B/78/66, 3500 H.A. units; B/33/58, 3500 H.A. units. Total virus content 17,500 H.A. units.

INDICATIONS: Protection of persons whose condition is such that influenza would be a major risk (such as persons with heart, lung, kidney or metabolic disorders; persons over the age of 50 years; pregnant women; persons with chronic infections) and key personnel in industry.

CONTRAINdications: In persons with asthma, hay fever, eczema, or any allergic condition, a test dose is advised (0.01 ml intradermally and wait 20 minutes to establish whether a locally occurring reaction indicates that the patient is sensitive to the vaccine).

DOSAGE: By subcutaneous or intramuscular injection, *Adults*: 1 mil. *Children* (5-10 years): Two injections of 0.5 mil with a four week interval between injections. Influvac should be given during the autumn.

STORAGE: Should be stored at 2-10°C (avoiding freezing) and protected from light. Shelf life is indicated by the expiry date.

PACKS: 1-mil disposable syringe pack, 1-mil ampoule, and 10- and 100-mil multi-dose vials.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: 1967-68 formulation, September 1967.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

KLOREF tablets

MANUFACTURER: Cox-Continental, Ltd., 85 Church Road, Hove, 3, Sussex, BN3 2BH.

DESCRIPTION: White, effervescent tablets, each containing 0.675 gm. of potassium bicarbonate and 1.035 gm. of trimethylglycine hydrochloride. In solution, each provides 500 mgm. of potassium chloride.

INDICATIONS: Hypokalaemia associated with diuretic administration or excessive vomiting or diarrhoea.

CONTRAINDICATIONS: Hyperchloraemia, renal tubular or metabolic acidosis.

DOSAGE: One or two tablets (20-40 mEq. K⁺ and Cl⁻) three times a day or on alternate days with diuretics. Tablets should be dissolved in a little cold, or refrigerated, water, according to patient's fluid requirements.

PRECAUTIONS: As with all potassium supplements, any signs or symptoms which might indicate ulceration or small intestine obstruction are indications for stopping treatment immediately.

STORAGE: Should be stored in cool, dry place.

PACK: Tin 250 tablets.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: August 1967.

PLACING ON C. & D. TABLET AND CAPSULE IDENTIFICATION GUIDE: White, 24/32, P, R, F/F, B2, —.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, Oct. 14, 1967

OPILO N tablets 40 mgm.

MANUFACTURER: William R. Warner & Co., Ltd., Eastleigh, Hants.

DESCRIPTION: Yellow, scored tablets monogrammed "W", each containing 40 mgm. of thymoxamine as the hydrochloride.

INDICATIONS: All conditions characterised by peripheral ischaemia, e.g. Raynaud's phenomenon, chilblains, labyrinthine ischaemia (Ménière's syndrome), acrocyanosis and excessively cold hands and feet.

DOSAGE: One tablet should be taken four times a day (preferably 8 a.m., 11 a.m., 2 p.m. and 5 p.m.).

SIDE EFFECTS: Mild nausea, diarrhoea, vertigo, headache and facial flushing may be encountered but are transient.

SHLF LIFE: At least two years.

PACKS: Bottles of fifty and 250.

FIRST ISSUED: September 1967.

PLACING ON C. & D. TABLET AND CAPSULE IDENTIFICATION GUIDE: C3, 17/32, P, R, Cv/Cv, —, 235/H.

BRITISH PHARMACEUTICAL CONFERENCE 104th MEETING BLACKPOOL 1967

Science Sessions

MR. DEMPSEY presented the next paper on Thursday afternoon, his first to a conference meeting.

PHENOL**Bactericidal activity in a solid-liquid dispersion**

H. S. BEAN and G. DEMPSEY
(Department of Pharmacy, Chelsea College of Science and Technology).

It is known that interfaces are often the site of biological activity and that the activity at an interface may differ from that in bulk solutions. Bactericidal activity of oil—water dispersions containing phenols or organomercurials is greater than can be accounted for by the bactericide in the aqueous phase and the enhanced activity has been ascribed to the adsorption of both bacteria and bactericidal molecules at the oil—water interface. The authors have sought to evaluate the influence on activity of suspended solid particles (activated carbon) and of the solid-liquid interface in a suspension. The overall effect of adding carbon to a phenol solution was to decrease bactericidal activity due to adsorption of the solute from the aqueous phase. If the solid-liquid interface had been playing a direct part in the bactericidal reaction and produced enhanced activity due to the close proximity of the bacterial cells to the adsorbed layer of phenol, then for any specified equilibrium concentration the activity would have been expected to increase with the surface area of the carbon. It is concluded that solid particles suspended in a solution of bactericide have a much smaller influence on the bactericidal activity of the system than do suspended oil droplets, provided the solid itself does not slowly pass into solution and thereby endow the supernatant with enhanced activity.

DR. G. E. FOSTER pointed out that some charcoals were treated with phosphoric acid that was "terribly difficult to get rid of." Had the authors tried other varieties of charcoal? MR. DEMPSEY said they had found that one variety gave an aqueous extract that tended to decrease the activity of the phenol. Another variety had acted similarly, whilst it was noted that it was possible to "wash out" that effect when using Ultrasorb 2x. Other studies were done when the samples of carbon were washed with hydrochloric acid and also ether but that had produced no effect.

MR. E. ADAMS, Portsmouth, suggested that, at differing concentrations, the carbon might exhibit differing preferential adsorption effects in respect of the phenol and the organism. THE AUTHOR did not think such conclusion could be drawn from the work. MR. R. L. STEVENS, Holland, wanted to know if any microscopic examinations had been carried out to see if there was any affinity between the organisms and the carbon and other solids. He was told that some microscopical examinations showed adsorption at the surface.

MR. E. ADAMS then read his first contribution to a Conference meeting:—

CRYSTAL VIOLET**Effect of pH on bactericidal activity and sorption by various bacterial species**

E. ADAMS
(School of Pharmacy, Portsmouth College of Technology).

SORPTION (uptake) of crystal violet from aqueous buffer solutions of pH 5·5-8·5 by *Escherichia coli*, *Staphylococcus aureus*, *Streptococcus faecalis* and *Bacillus subtilis* has been found to increase as the amount of dye present is increased. The bactericidal action of crystal violet against *E. coli* and *Str. faecalis* increased with rise in pH from 7·0-8·5, but with *Staph. aureus* and *B. subtilis* change in pH over the range had no effect on the activity of the dye. At a given initial concentration of dye the effect of pH over the range 5·5-8·5 on sorption of dye was negligible for all species. At a given equilibrium concentration *Staph. aureus* showed an increase in sorption with rise in pH; the other organisms showed a fall. No correlation was evident between the effect of pH on bactericidal activity of crystal violet, and the effect of pH on sorption of the dye. The increased antibacterial effect on crystal violet as the pH value rose was not due to increased sorption, as sorption was not affected by pH.

MR. G. S. RILEY, Bristol, pointed out that crystal violet was decolourised at about pH 8—though at that pH the process took 24 hours to commence. MR. ADAMS replied that he had found that bactericidal activity was still shown above pH 8 by the colourless form. The problem of adsorption onto glass had been overcome by coating with crystal violet (by pre-filling vessels with a solution of the same concentration, then emptying).

MR. WOODFORD pointed out that the colourless crystal violet was insoluble, and that dye was adsorbed onto the precipitate. THE CHAIRMAN (Professor Stenlake) indicated the chemical nature of the colourless compound. MR. ADAMS said he had investigated how much carbinol was produced above pH 7 and had found the carbinols to be active. For the organisms with which it was not necessary to use higher concentrations the carbinol was within its solubility, but with *E. coli* and *Str. faecalis* a precipitate was obtained. DR. WALTERS suggested that ionisation constants for crystal violet might be determined, but MR. ADAMS replied that over the range pH 5·5-8·5 the amount of carbinol was not considerable. With a pKa of 9·3 the dye was in the form of cations over most of the range, to the extent of 90 per cent, or more. At higher pH the antibacterial effect might be greater because the carbinol would enter the cells more readily.

The round of science sessions was completed with a paper read by DR. A. E. E. EL KHOULY:—

SODIUM THIOGLYCOLLATE**Effect on recovery of phenylmercuric nitrate-treated bacteria**

J. P. RICHARDS and A. E. E. EL KHOULY
(Department of Pharmacy, Chelsea College of Science and Technology).

THE effect of sodium thioglycollate on the recovery of phenylmercuric nitrate-treated *Escherichia coli*, *Pseudomonas aeruginosa* and *Staphylococcus aureus* has been examined. *Ps. aeruginosa* was found to be the most sensitive. For bacteria treated with the mercurial, the optimal thioglycollate concentration for recovery depended upon the species of organism, on the time of treatment with the bactericide and also on the manner in which thioglycollate was used. When it was used in the diluting fluid thioglycollate was more effective as a recovery agent than when it was incorporated in the nutrient agar recovery medium. In theory, for each atom of mercury two —SH groups should be present to bring about inactivation, but at that ratio the mortality level of a suspension of phenylmercuric nitrate-treated *Ps. aeruginosa* was greater than 80 per cent. When the —SH:Hg ratio was increased to 100,000:1 the mortality level fell to 20 per cent. In general, the number of cells which could be recovered increased as the thioglycollate concentration increased. Results suggest that penetration of the thioglycollate into the damaged cells is required for their subsequent recovery and also show that the thioglycollate exerts an effect additional to reversal of the action of mercury, perhaps operating on the oxidation-reduction potential of the environment of the cell.

DR. FOSTER suggested that the organisms growing after treatment might have been resistant to phenylmercuric nitrate but THE AUTHOR assured him that the effects were not due to sensitivity differences. MR. R. L. STEPHENS Holland, thought the work indicated a need for rethinking about the use of mercury compounds as bacteriostats in multidose containers, but it was pointed out by MR. SYKES that the Pharmacopoeia now recognised bactericides, not bacteriostats.

DR. D. A. DOORNbos, Holland, asked whether the authors had estimated the —SH groups after the one-month storage period of the thioglycollate solutions. DR. EL KHOULY replied that other workers had shown concentrated solutions to be very stable when stored at 4°C. MR. SYKES said that the example was another case of pseudomonads behaving differently from other organisms—the species used "would not even stand up to a bit of thioglycollate." Care should thus be taken in referring to the pseudomonads as a group. Although *Ps. aeruginosa* was important clinically, in terms of industrial contamination it was the fluorescents that were important. Use of liquid recovery media would have been more interesting in regard to sterility testing.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, OCTOBER 11: To date the strike of dockers in London and Liverpool has not materially affected the prices of CRUDE DRUGS or ESSENTIAL OILS. However, if the dispute is prolonged much further, many of the ships now idle are expected to leave and off-load their cargoes on the Continent with the inevitable result that the extra costs of transhipment will have to be borne by the consumer. The Chinese-chartered ship in the port of London over which there was trouble between dockers and the Chinese crew during the week has been "blacked" by the dockers and merchants are wondering what is going to happen to the consignment of CITRONELLA OIL which should have been discharged from it. MENTHOL has not been badly affected yet. It appears that Chinese menthol is shipped from Shanghai which port is working fairly normally but produce shipped from Canton (e.g. citronella and anise) is subject to considerable delay. Meanwhile shippers of Brazilian menthol were asking 1s. 6d. per lb. more than in the previous week.

Among crude drugs the price of GENTIAN rose 5s. per cwt. in both positions and SQUILL was dearer by 10s. per cwt. TURMERIC was also higher particularly for forward delivery. All sources of IPECACUANHA were lower as a result of continued poor inquiry. Lower also were spot SENECA (down one shilling per lb.) Seychelles CINNAMON BARK (5s. per cwt.) Portuguese ERGOT (sixpence per lb.) and SARSA-PARILLA (one penny per lb.). African GINGERS were firmer but Jamaican and Cochin were unchanged.

The only price changes among essential oils were Chinese and Brazilian PEPPERMINTS, the former rising three halfpence per lb. for shipment and Brazilian, fourpence halfpenny.

GLYCEROPHOSPHATES were again marked up, the rise being attributed to the continuing firm tone of GLYCERIN. A schedule of the new rates is given below. TANNIC and GALLIC ACIDS are now threepence per lb. more than previously while EPHEDRINE HYDROCHLORIDE can be bought for 4s. 1½d. per oz. (against 4s. 3d. recently) in 1,000-oz. lots.

Pharmaceutical Chemicals

BRUCINE.—(Per oz.) SULPHATE, 100-oz., 14s. 6d.; 1,000 oz., 12s.; 10,000 oz., 9s.; 20,000 oz., 8s. ALKALOID for same quantities, 17s., 14s. 9d., 11s. 9d. and 10s. 9d.

CITRATES.—(Per kilo):—

	50 kilos	250 kilos	1,000 kilos
	s. d.	s. d.	s. d.
SODIUM ...	5 0½	4 11½	4 9½
POTASSIUM ...	5 3½	5 2½	5 0½
IRON AND AMMONIUM GRAN. SCALES	9 11	9 7	9 4
	12 11	12 7	12 4

EPHEDRINE.—HYDROCHLORIDE, 4s. 1½d. per oz. (1,000-oz. lots).

GALLIC ACID.—B.P., 12s. 6d. per lb. for 1-cwt. lots; 5-cwt., 12s. 3d.

GLYCEROPHOSPHATES.—Per kilo in 50 kilo lots; CALCIUM, B.P.C., 29s. 6d.; IRON 37s. 10d.; MAGNESIUM, 39s. 11d.; MANGANESE, 57s. 5d.; POTASSIUM, 50 per cent., B.P.C.,

9s. 8d.; SODIUM, 50 per cent., B.P.C., 6s. 11d. and powder, B.P.C., 1949, 22s. 10d.; GLYCEROPHOSPHORIC ACID, 20 per cent., 12s.

IODIDES.—(Per kilo). POTASSIUM, 21s. 6d. (for 50-kilo lots). SODIUM, 28s. 6d. (for 25-kilo lots). AMMONIUM, 46s. 6d.

IODINE.—RESUBLIMED in less than 50-kilo lots, 30s. 6d. per kilo; 50 kilos and over, 29s. 9d. Minimum delivered rates for CRUDE are 13s. 7d. per kilo.

IDOFORM.—Powder (per kilo), 55s. 3d. in 50-kilo lots; less than 50 kilos, 56s. 9d. Crystals are 6s. 6d. per kilo more.

TANNIC ACID.—B.P. fluffy, 10s. per lb. (5-cwt. lots) and powder, 9s. 9d.

ZINC CARBONATE.—25-kilo lots, 4s. 7d. per kilo.

ZINC CHLORIDE.—B.P.C. 1959, sticks, 19s. 2d. per kilo.

ZINC OXIDE.—2-ton lots, B.P. grade, are now £131 10s. per ton; 1 ton, £132 10s.

ZINC PEROXIDE.—1-cwt. lots of B.P., 5s. 3d. per lb.

ZINC SULPHATE.—B.P., 50 kilos, 3s. 6½d. per kilo.

Crude Drugs

ALOES.—(Per cwt.). Cape primes, spot, 215s.; shipment, 200s., c.i.f. and Curacao, 390s. spot; shipment, 375s., c.i.f.

BENZOIN.—Sumatra block B.P.C., spot £27 per cwt.

BUCHU.—LEAVES, 14s. per lb. nominal; supplies at origin cleared.

CALUMBA.—Mozambique root, 120s. per cwt. spot.

CAPSICUMS.—Ethiopian off-stalk, 280s. cwt. (255s., c.i.f.). Kenya, 185s., c.i.f.

CASSIA.—*Lignea*, spot, 360s. per cwt., duty paid.

CHERRY BARK.—Thin natural, on spot, 2s. 3d. lb. (2s. c.i.f.).

CHILLIES.—Zanzibar for shipment, 285s., cwt., c.i.f.; Mombasa, 315s., spot.

CINNAMON.—BARK, Seychelles, 145s. cwt. (115s., c.i.f.); Ceylon QUILLS, shipment five 0's, 10s. 9d. lb.; three 0's, 10s. 1d.; seconds, 8s.; quillings, 5s. 3½d., all c.i.f.

CLOVES.—Zanzibar, spot quoted at 3s. 1d. per lb.; afloat, 2s. 9½d., c.i.f.

ERGOT.—Portuguese—Spanish, 8s. lb. (7s. 6d., c.i.f.). Continental, 8s. 6d. (8s. 3d., c.i.f.).

GENTIAN.—Spot, 220s. per cwt.; 215s. c.i.f.

GINGER.—(per cwt.). Nigerian split, 115s. peeled, 175s. (155s., c.i.f.); African, 155s. Jamaican No. 3, 245s.; Cochin, 200s. (190s., c.i.f.).

HYDRASTIS.—Spot is 37s. per lb.; shipment, 35s., c.i.f.

HYOSCYAMUS.—*Niger*, 2s. 2d. lb. (1s. 10d. c.i.f.).

IPECACUANHA.—Matto Grosso for shipment, 38s. per lb., c.i.f., spot, 47s. 6d. Costa Rican, 54s. 6d., spot (51s., c.i.f.); Colombian, 45s. 6d. (43s., c.i.f.).

JALAP.—Mexican whole bulbs, 3s. 9d. lb. (3s. 6d., c.i.f.); Brazilian, 1s. 11d. (1s. 9d., c.i.f.).

KOLA NUTS.—West African halves are 7½d. per lb. on the spot; shipment, 6d., c.i.f.

LANOLIN.—ANHYDROUS, B.P. is from 2s. 2½d. to 2s. 6d. per lb. in 1-ton lots delivered free drums. Commercial grades from 1s. 4½d. and cosmetic, 2s. 8d.

LEMON PEEL.—Spot, partially extracted, 1s. 3d. lb.; unextracted for shipment, 2s. 6d.

LIME FLOWERS.—Spot, 2s. 2d. per lb.

LIQUORICE.—ROOT, Russian, 67s. 6d. per cwt.; Anatolian, 57s. 6d.; Anatolian de-

corticated, 170s. BLOCK JUICE: Anatolian, 210s. to 220s. per cwt.; Italian, 193s.; sticks from 244s. to 460s. per cwt.

LOBELIA.—Dutch on the spot, 4s. 3d. per lb.; new crop. October-November, 4s., c.i.f. American, 12s. 6d. (12s. 3d., c.i.f.).

MENTHOL.—(Per lb.). Chinese, October, November shipment, 29s., c.i.f.; spot, 32s. 6d. in bond. Brazilian for shipment, 26s. 6d., c.i.f.; spot, 27s. in bond.

MERCURY.—Spot, £175 per flask of 76 lb., ex warehouse.

MYRRH.—Spot, 430s. cwt.

NUX VOMICA.—Cochin, 110s. per cwt. on the spot; shipment, 80s., c.i.f.

ORANGE PEEL.—Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters; West Indian, 10½d.; Spanish, 1s. 9d.

PEPPER.—White Sarawak, spot, and c.i.f., 2s. 8d. lb.; Black Malabar, 290s. per cwt., c.i.f. Brazilian black No. 1, 2s. 4d. lb.

PODOPHYLLUM.—*Emodi*, 180s., per cwt. spot; shipment, 160s., c.i.f.

RHUBARB.—Various grades offered at from 10s. to 25s. per lb. spot.

SARSAPARILLA.—Jamaican spot, 3s. 8d. per lb.; shipment, 3s. 3d., c.i.f.

SENEGA.—Canadian, 28s. 9d. per lb., spot; shipment, 27s., c.i.f.

SLIPPERY ELM BARK.—Spot offered at 3s. 9d. per lb.

STROPHANTHUS.—*Kombe*, spot, 40s. lb., nominal.

SQUILL.—Spot, 130s. per cwt.; shipment, 125s., c.i.f.

TRAGACANTH.—Ribbon, No. 1, £240 nominal per cwt.; No. 2, £210 to £215.

TURMERIC.—Madras finger spot, 150s. per cwt.; afloat 142s. 6d., c.i.f.

VALERIAN ROOT.—Indian, 190s. cwt. (180s., c.i.f.); Continental, 425s. (410s., c.i.f.).

WITCH HAZEL LEAVES.—New crop, 5s. 6d. lb. (5s. c.i.f.).

Essential and Expressed Oils

AMBER.—Rectified, spot, 1s. 6d. per lb.

ANISE.—Chinese, spot, 12s. 6d. lb.; October-November shipment, 11s., c.i.f.

BAY.—Spot, 43s. to 44s. per lb.

BIRCH TAR.—Rectified, 15s. lb. on the spot.

BUCHU.—Spot, from 650s. per lb. for English distilled.

CAJUPUT.—Spot from 10s. 6d. to 14s. per lb.

CANANGA.—Spot from 32s. 6d. per lb.

CASSIA.—Spot from 30s. per lb. for 80-85 per cent.

CEDARWOOD.—American from 7s. 6d. per lb. on the spot; E. African, short at 8s. 6d.

CLOVE.—Madagascar leaf for shipment, 9s. 1½d., c.i.f. spot, 9s. 4½d. in bond. Rectified, 10s. Distilled bud oil English, B.P., 26s. per lb., for 1-cwt. lots.

GERANIUM.—Bourbon, 85s. to 87s. 6d. lb. spot.

LEMON.—Sicilian, winter crop, 45s. to 47s.; spring, 40s. to 42s.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese October-November shipment, 9s. 1½d., c.i.f., spot, 12s. 6d. Brazilian for shipment, 7s. 10½d., c.i.f.; spot, 8s.

UNITED STATES REPORT

NEW YORK, OCTOBER 10: CANANGA OIL was weaker, with the native now \$3.25 a lb. and the rectified \$4.05, both down 40 cents. DILLWEED was boosted sharply to \$6.50 per lb. (from \$3.90) due to extremely small yields. Elsewhere prices were unchanged.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," Sept. 20, No. 4647

For non-medicated toilet preparations, cosmetics, soaps and preparations for the hair, all for men (3)

BEAUX' STRATEGEM, 907,013, by Giles Farnaby, Pinner, Middlesex.

For perfume, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils; detergents (not for use in industrial or manufacturing processes); and cleaning, polishing, scouring and abrasive preparations (3)

ARIEL, 906,966, by Procter & Gamble, Ltd., Gosforth, Newcastle-on-Tyne.

For cosmetics and non-medicated toilet preparations for use by men (3)

ARAMIS, 907,480, by Estee Lauder, Inc., New York, U.S.A.

For non-medicated bath salts (3) and for medicated bath salts (5)

LAGUNA, B906,757, B906,756, by Miles Laboratories, Ltd., Stoke Poges, Slough, Bucks.

For soaps, detergents (not for use in industrial or manufacturing processes) preparations and substances for laundry use; cleaning, polishing, scouring and abrasive preparations; but not including shampoos or any goods of the same description and not including bleaching preparations in liquid form (3) and for deodorants and disinfectants, all for personal use and all being in aerosol form (5)

TARGET, 900,926-27, by Beecham Toiletry Division, Brentford, Middlesex.

For medicated preparations for the mouth and gums; adhesives for dentures (5)

NOVAIDENT, B902,087, by Organon Laboratories, Ltd., Morden, Surrey.

For pharmaceutical digestive preparations for use in the treatment of nausea and ulcers (5)

DOGMATYL, 899,459, by Société d'Etudes Scientifiques et Industrielles de FILE de France, Paris, 7e, France.

For dietary preparations (5)

Device with words M MELBROSIN, 905,275, by Gertrude Urban, Vienna, 1.

For pharmaceutical preparations (5)

CEDOCARD, 906,213, by "Cedona" Haarlemmer Pharmaceutische Fabriek, Haarlem, Holland.

For medical and pharmaceutical preparations (5)

DETECLO, 907,144, by American Cyanamid Co., Wayne, New Jersey, U.S.A., BRONMED, 907,197, by N.V. Koninklijke Pharmaceutische Fabrieken V/H Brocades-Sheeman & Pharmacia, Amsterdam, Holland.

For lenses for photographic, optical and scientific apparatus and instruments; and parts and fittings for such lenses (9)

ACRION, ANAGON, 906,180-81, by Meopta, Narodni Podnik, Prerov, Czechoslovakia.

For cinematographic and photographic projection apparatus and sound reproducing apparatus for use therewith; and parts and fittings for all such goods (9)

SELEVISON, SELAVISION, 907,403-04, by Sales Projections, Ltd., Bournemouth, Hants. For sterilising apparatus, instruments and appliances, and parts and fittings (10)

STERAMATIC, 905,802, by Bell's Medical Products, Ltd., Slough, Bucks.

For cellulose wadding napkins for toilet purposes (16)

Device, B893,009, by Cartiera di Caiate S.p.A., Milan, Italy.

For perfume sprays, perfume sprayers, perfumes (odorizers), perfume vaporisers, perfume burners and deodorising apparatus for personal use (21)

ROYAL SECRET, 897,631, by Germaine Monteil Cosmetiques Corporation, New York, U.S.A.

"Trade Marks Journal," Sept. 27, No. 4648

For chemical products for use in agriculture, horticulture and forestry (1)

FOLICOTE, 907,325, by Sun Oil Co., Philadelphia, Pennsylvania, U.S.A.

For chemical products and manures; all prepared for use on lawns (1) and for preparations for killing weeds and destroying vermin, all being adapted for use on lawns (5)

FISONS LAWNMASTER, 899,652-53, by Fisons, Ltd., Felixstowe, Suffolk.

For chemical products for use in the manufacture of cosmetics and dentifrices (1) and for cosmetic preparations and dentifrices (3)

AZURELITE, B903,497-98, by Beecham Toiletry Division, Brentford, Middlesex.

For soaps, essential oils, perfumes, cosmetics, non-medicated toilet preparations and dentifrices (3)

A LOS TOROS, 881,346, by Mas Perfumeries, Ltd., London, W.1.

For cosmetics, toilet waters, eau de Cologne, soaps; non-medicated toilet preparations for use before and after shaving; all for men (3)

Device with words FELLOW DE LANCOME, B893,685, by Lancome, S.A., Paris, 8e, France.

For shaving cream adapted for dispensing in the form of a hot lather (3)

GILLETTE HOT LATHER, 901,133, by Gillette Industries, Ltd., Isleworth, Middlesex.

For denture cleaning preparations (3)

CONFIDENT, B902,925, by Vulpas Co., Ltd., Wilmslow, Cheshire.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, essential oils, shampoos and toilet articles (3)

Device, 903,075, by Culpeper House, Ltd., London, W.1.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for waving the hair, preparations for the hair, shampoos, soaps and essential oils (3)

SARDOETTES, 903,144, by Sardeau Inc., New York, U.S.A.

For non-medicated toilet preparations (3)

ST. JAMES, 903,363, by Alfred Dunhill, Ltd., London, S.W.1.

For soaps, detergents (not for use in industrial or manufacturing processes); perfumes, essential oils, cosmetics and hair lotions, etc. (3)

Device with words A PORTHOS ENTERPRISE, 903,427, by Porthos Retail Enterprises, Ltd., Birmingham, 2, Warwickshire.

For laquers in the nature of cosmetics (3)

STRAWLAK, B904,914, by Strawson Chemical Co., Ltd., London, S.W.1.

For perfumes, perfumed toilet preparations (non-medicated) and cosmetic preparations, perfumed soap, preparations for the hair, dentifrices, non-medicated toilet preparations for the nails and depilatory preparations (3)

Device with words BLACK LACE, 881,432, by Girl Cosmetics, Ltd., Surbiton, Surrey.

For perfumes, cosmetics, non-medicated toilet preparations and soap (3)

LOVE CALL, 906,533, by Dri-Gene Co., Ltd., Linthorpe, Middlesbrough, Yorks.

For shampoos for the hair, hair setting lotions, lotions for cold waving the hair, hair lacquers, preparations for the hair for use by spraying, conditioning creams for the hair, non-medicated toilet preparations for the skin; bath oils and foaming bath preparations, none being medicated and all for toilet use (3)

TERINA, 907,722, by Cortina Chemicals, Ltd., London, S.E.18.

For cosmetic preparations and non-medicated toilet preparations (3)

COUNTRY MORNING, 908,282, WILD COUNTRY, 908,284, by Avon Cosmetics, Ltd., Northampton.

For dentifrices; shaving preparations and talcum powder, all for toilet purposes; toilet soap; and perfumes (3)

COLGATE STOP, 907,138, by Colgate Palmolive Co., New York, U.S.A.

For soaps, non-medicated toilet preparations, cosmetics, shampoos, preparations for the hair, tooth pastes, tooth powders, depilatory preparations and non-medicated mouth washes (3) and for medicated mouth washes and antiseptics (5)

COUNTESS CSAKY'S, B890,063, B894,178, by C One Nine Four Products, Ltd., London, S.W.1.

For dental cleaning preparations (3) and for adhesives for securing artificial dentures (5)

WERNETS, B894,469-70, by Stafford-Miller, Ltd., Hatfield, Herts.

For toilet paper (medicated) (5)

CRUSAIDER, 872,821, by Thomas Hope and Sankey Hudson, Ltd., Manchester, 1.

For veterinary preparations and preparations principally of vitamins for use as nutritional additives to animal foodstuffs (5)

Device with word MATHIESON, B884,594, by E. R. Squibb & Sons, Twickenham, Middlesex.

For medicinal preparations and substances for treatment of headaches, pains, colds and influenza (5)

Devices with words NEW ASPRO MICRO-FINED FOR HEADACHE, PAIN, COLDS & FLU, 887,155-56, by Aspro-Nicholas, Ltd., Slough, Bucks.

For pharmaceutical, veterinary and sanitary substances; and disinfectants (5)

OTUM, 894,593, by St. Olama Kennels, Ltd., Luton, Beds.

For pharmaceutical preparations and substances (5)

CHARVITA, 899,326, by Lustys' Natural Products Co., Ltd., Westcliff-on-Sea, Essex; CAFFEDRINE, 905,334, by Medicam Laboratories, Ltd., Aldershot, Hants, PRINCOPAN, 907,027, by Beecham Research Laboratories, Brentford, Middlesex.

For insect repelling preparations and insecticides (5)

SKAT, 899,453, by Scott & Bowne, Ltd., London, W.1.

For medical and surgical plasters; material prepared for bandaging; bands and strips, all being medical or surgical dressings; and bandages (5)

Device, 899,718, by Lohmann, K.G., Fahr/Rhine, Germany.

For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants and antiseptics (5)

XEPAN, 903,165, by J. R. Geigy, A.G., Basle, Switzerland.

For pharmaceutical medical and veterinary preparations and substances, all consisting of, or containing calcium (5)

CALCINATTAL, 903,312, by Gayoso Wellcome, S.A., Madrid, Spain.

For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; medical and surgical plasters, material prepared for bandaging; material for stopping teeth; dental wax; disinfectants; preparations for killing weeds and destroying vermin (5)

STEATROPE, 903,402, by Toraudag, A.G., Zug, Switzerland.

For deodorants for personal use (5)

ADAM AND EVE, B904,919, by Strawson Chemical Co., Ltd., London, S.W.1.

For medicinal and pharmaceutical preparations; deodorants; bandages material prepared for bandaging; medical and surgical plasters and surgical dressings; infants' and invalids' foods and dietary foods; disinfectants, germicides and insecticides; cellulose wadding napkins for hygiene; sanitary towels and sanitary clothing (5)

CHEM-PLUS, 905,469, by N.P.U.H. Development, Ltd., London, N.14.

For laxatives (5)

SLIMMAX, B905,744, by Medicam Laboratories, Ltd., Aldershot, Hants.

For pharmaceutical and sanitary substances; disinfectants; infants' and invalids' foods (5)

CALMIC-AID, 905,938, by Calmic, Ltd., Crewe, Cheshire.

For medicated beverages for use in the treatment of colds and the like ailments (5)

COLDDRIVER, B906,011, by H. W. Carter & Co., Brentford, Middlesex.

For gaseous sterilizing agents (5)

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents),"

September 13, 1967

Granatanine derivatives, Sandoz, Ltd. 1,088,396.

Substituted acylamides and their use as herbicidal compounds, Monsanto Co. 1,088,397.

Phosphorus substituted diamides and pesticidal

compositions containing them. Velsicol Chemical Corporation. 1,088,417.

Mycobacteriostatic compositions. Monsanto Chemicals, Ltd. 1,088,443.

Medicaments comprising 5-nitouracil. Lepetit, S.P.A. 1,088,466.

Production of derivatives of nitrofuran. Norwich Pharmacal Co. 1,088,472.

Germicidal compositions containing amides of sulphur-containing phenol carboxylic acids. Stecker International, S.P.A. 1,088,498.

N-substituted 3-imino-benzothiazolines and their production. Farbenfabriken Bayer, A.G. 1,088,550.

Anti-iodium compositions. Soc. Azionaria Romagnola Industrie Agricolofarmaceutiche. 1,088,583.

Process for preparing ethane-1-hydroxy-1,1-diphosphonic acid. Procter & Gamble Co. 1,088,587.

Pyridazone derivatives. Badische Anilin- & Soda-Fabrik, A.G. 1,088,612.

Podophyllin derivatives. Sandoz, Ltd. 1,088,621.

Plastics lipstick holder. Brier Manufacturing Co. 1,088,649.

Iodinated derivative, its process of preparation and therapeutic applications. M.M.A. Gueroet, 1,088,692.

Process for producing N-acetyl esters of substituted racemic α -amino acids. Knoll A.G. Chemische Fabriken. 1,088,739.

Caffeine granulate. Arzneimittelwerk Dresden Veb. 1,088,777.

Process for preparing 19-nor Δ^4 -3-ketosteroids. Sankyo Co., Ltd. 1,088,807.

Process for producing ferric dextran complexes and solutions thereof for therapeutic use. Rosco, A.S. 1,088,829.

Biologically active pyrazoline compounds and compositions. Aspro-Nicholas, Ltd. 1,088,846.

Esters of substituted acetoacetic acid. Aspro-Nicholas, Ltd. 1,088,847.

α -Cycloalkyleneimino-substituted esters. Van-torex, Ltd. 1,088,880.

Process for producing 5 1 -inosinic acid. Kyowa Hakko Kogyo Co., Ltd. 1,088,890.

Herbicidal substituted imidazoles. Shell Internationale Research Maatschappij, N.V. 1,088,895.

Preparation of chlorofluorocarbons. Dow Chemical Co. 1,088,925.

Triazines and the manufacture thereof. Upjohn Co. 1,088,942.

1-substituted-5,10-methylene-19-nor-3-keto- and 3 -substituted-5,10-seco-5,19-cyclo- $\Delta^1(10)$,2,4-stereoids. Syntex Corporation. 1,088,944.

Sterilizing autoclave. Dent & Hellyer, Ltd. 1,088,953.

Process for the preparation of alpha substituted alkanedinitriles. National Distillers & Chemical Corporation. 1,088,966.

2-Hydroxy-4-acryloxyethoxybenzo-phenones and derivatives thereof. American Cyanamid Co. 1,088,970.

Herbicidal compositions. Imperial Chemical Industries, Ltd. 1,088,981-82.

Protective dressing. E. R. Squibb & Sons, Inc. 1,088,992.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 25, 1967.

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

BURFORD LABORATORIES, LTD. (P.C.) — Capital £100. To carry on the business of manufacturers of and dealers in pharmaceutical products, chemists supplies, etc. Directors: Frederick B. Ford, M.P.S. and Graham P. Burrows, M.P.S., (directors, K. Turner (Chemists), Ltd.) R.O.: 131 Wilford Road, Nottingham.

R. A. RACEY (CHEMISTS), LTD. (P.C.) — Capital £100. To carry on the business of chemists and druggists etc. Directors: Roy A. Racey, M.P.S. and John W. Neville. R.O.: 203 High Street, Gorleston on Sea, Great Yarmouth.

ROBERT ROBERTS (PHARMACY), LTD. (P.C.) — Capital £100. Subscribers: Dorothy M. Graeme and Paul G. Graeme, 61 Fairview Avenue, Gillingham, Kent.

THE CHEMIST AND DRUGGIST

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Monday, October 16

CHEMICAL SOCIETY, Chemistry department, Durham University, Durham, at 5 p.m. Dr. F. L. Rose on "The Organic Chemist and Chemotherapy."

GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY, Prince of Wales hotel, Woodbridge Road, Guildford, at 7.45 p.m. Mr. C. R. Day (May & Baker, Ltd.) on "Recent Developments in the Drug Treatment of Mental Illness."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Victoria hall, Sheepcote Road, Harrow, at 7.30 p.m. Mr. N. Herdman on "Pleasure, Profit and Prestige in Pharmacy."

LONDON NURSING EXHIBITION, Seymour Hall, Seymour Place, London, W.1. Until October 20.

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Continental hotel, Plymouth, at 7.30 p.m. Buffet supper, film and discussion forum.

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Macarthy's Pharmaceuticals, Ltd., Romford, at 7.45 p.m. Mr. L. Priest on "The Pharmacist, the Law and the Statutory Committee."

Tuesday, October 17

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, 64 St. James's Street, Nottingham, at 8 p.m. Mr. H. Lawson (deputy city engineer and surveyor) on "Traffic in Nottingham — 1965 to 2005."

READING BRANCH, PHARMACEUTICAL SOCIETY, Southcote hotel, Reading, at 8 p.m. Mr. D. M. Jennings on "The Problems of a Pricing Bureau."

ROYAL INSTITUTE OF CHEMISTRY, Sunderland Technical College, Sunderland, at 6.30 p.m. Professor N. J. Harper on "The Development of New Drugs."

THANET BRANCH, PHARMACEUTICAL SOCIETY, Holland House hotel, Edgar Road, Cliftonville, at 7.30 p.m. Film evening arranged by Geigy (U.K.), Ltd., Pharmaceuticals Division.

Wednesday, October 18

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.20 p.m. Dr. J. Clark on "W.H.O. Fellowship." At Cornelia nurses' hostel, Poole. Mr. C. E. P. Markby on "Some Features of Gastro-intestinal Haemorrhage." At Red Lion hotel, Wareham, at 8 p.m. Skittles and buffet supper (cost 5s. per person).

CHESTERFIELD BRANCH, PHARMACEUTICAL SOCIETY, Devonshire Arms hotel, Ashford-in-the-Water, at 8 p.m. Pie supper and social evening.

FEDERATION OF SOUTH-EASTERN PHARMACISTS, Mansion hotel, Grand Parade, Eastbourne, at 7.30 p.m. Annual dinner. Speakers: Dr. J. A. Carman on "Pharmacy on the High Seas."

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Parkway hotel, Leeds. Annual dinner and dance. Tickets (£2 each) from Mr. W. Howarth, 6 the Crescent, Adel, Leeds, 16.

NOTTINGHAM MEDICO-CRITICAL SOCIETY, Pearson House, Nottingham General Hospital, at 8.30 p.m. Sir Derrick Dunlop (chairman, Committee on Safety of Drugs) on "The Drug Problem."

TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Billingham Arms hotel, Billingham, at 8.15 p.m. Annual ball.

Thursday, October 19

BATH, TROWBRIDGE AND WEST WILTSHIRE and SOMERSET BRANCHES, NATIONAL PHARMACEUTICAL UNION, Southbourne hotel, South Parade, Bath, at 6 p.m. Meeting on "N.P.U. and the Private Pharmacist."

BILOGICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Royal College of Physicians, St. Andrew's Place, London, N.W.1. Dr. V. Udall (Wellcome Research

Laboratories, Beckenham) on "Factors Relating to the Duration of Chronic Toxicity Studies"; Dr. J. M. Barnes (Medical Research Council, Carshalton) on "Tests for Carcinogens"; Dr. K. H. Harper (Huntingdon Research Centre) on "Tests for Teratogens;" Dr. W. A. M. Duncan (Smith, Kline & French Laboratories, Ltd.) on "Biochemical Aspects of Toxicity Testing;" Dr. L. E. Mawdesley-Thomas (Huntingdon Research Centre) on "Toxicological Histochemistry" and Dr. G. E. Paget (Smith, Kline & French Laboratories, Ltd.) on "The Use of the Electron Microscope in the Study of Toxicity."

BIRKENHEAD BRANCH, PHARMACEUTICAL SOCIETY, Rajiway inn, Meols, at 8 p.m. Mr. P. McCann on "The Art and Science of Brewing."

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, Midland hotel, Bradford, at 7.45 p.m. Mr. W. A. Beanland (a member of Council) on matters of current pharmaceutical interest.

CHELTENHAM BRANCH, PHARMACEUTICAL SOCIETY, Queen's hotel, Cheltenham, at 8.30 p.m. Annual ball.

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY and DARTFORD SECTION, ROYAL INSTITUTE OF CHEMISTRY, Room 89, North-West Kent College of Technology, Miskin Road, Dartford, at 8 p.m. Mr. L. Priest, on "Drug Addiction."

DUNDEE AND EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Queen's hotel, Dundee, at 7.30 p.m. Mr. R. Mackay (an inspector of the Society) on "Pharmacy Law and You."

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY and WEST HAM ASSOCIATION OF PHARMACISTS, Roebuck hotel, Buckhurst Hill, Essex, at 8 p.m. Social evening.

EXECUTIVE COUNCIL'S ASSOCIATION (ENGLAND), Torquay, Devon. Annual conference. Until October 20.

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Great Northern hotel, Leeds, at 8 p.m. Professor D. Jackson on "The Use of Fluorides in Dentistry and Medicine."

LONDON BRANCH, GUILD OF PUBLIC PHARMACISTS, Auditorium, Wellcome building, 183 Easton Road, London, N.W.1, at 7 p.m. Formulation of motions for branch delegates' meeting (members only). At 7.30 p.m. Mr. C. R. Day (medical information division, May & Baker, Ltd.) on "Recent Developments in the Treatment of Mental illness."

MANCHESTER PHARMACEUTICAL ASSOCIATION, Boyd House, Upper Park Road, Victoria Park, Manchester, at 8 p.m. Centenary year student prize presentation by Professor H. Brindle, followed by a social evening.

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 7 p.m. Dinner and dance.

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Overcliff hotel, Manor Road, Westcliff-on-Sea, at 8 p.m. Detective Superintendent E. O. Howells on "The Work of the C.I.D."

YORKSHIRE BRANCH, GUILD OF PUBLIC PHARMACISTS. Visit to new Royal Infirmary, Huddersfield, at 7 p.m.

Advance Information

INTERNATIONAL PHARMACEUTICAL FEDERATION, Hamburg, West Germany, August 31 to September 7, 1968. Twenty-third general assembly and twenty-eighth International Congress of Pharmaceutical Sciences. London, September 8-12, 1969. Twenty-ninth International Congress of Pharmaceutical Sciences, Geneva, Switzerland, 1970. Twenty-fourth general assembly and thirtieth International Congress of Pharmaceutical Sciences.

SCOTTISH PHARMACEUTICAL FEDERATION, 36 York Place, Edinburgh, 1, at 2.15 p.m. on November 2. Annual meeting of Executive Council. At 7.30 p.m. Meeting of members.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

COMPARISON of the circulatory effects of inhaling nicotine aerosol, with those of cigarette smoking, has led workers at the London Hospital Medical College to suggest that use of nicotine aerosols as a substitute deserves investigation. Such substitution might, they feel, be particularly useful in patients with respiratory disease who have difficulty in giving up cigarettes. The authors have found that inhalations of smoke from a filter-tip cigarette and of nicotine (53 µgm. per metered puff) from a pressurised container in approximately equivalent amounts, produced similar increases in pulse rate and blood pressure in healthy volunteers. Inhalations from a nicotine-free cigarette (Bravo Smokes, made from cured lettuce leaves) and of the propellant alone had no effect on the circulation (*Lancet*, October 7, p. 754).

NOTES ON NEW MEDICAMENTS

KLOREF. — *Constituents:* Trimethylglycine hydrochloride and potassium bicarbonate. Trimethylglycine, also known as betaine, is present in many plant tissues, and can be obtained from sugar beet molasses. Its hydrochloride is an exceptional compound, however, as in solution it undergoes hydrolysis to yield about 24 per cent. of hydrochloric acid—a property that has been used in the past in the treatment of achlorhydria and other gastric disorders associated with a reduction in the secretion of gastric acid. In Kloref, the hydrolysis has been exploited in a formulation designed to deal with the potassium deficiency that may occur during treatment with thiazide and other newer diuretics. These compounds bring about an increased urinary excretion of potassium resulting in muscle weakness and an increased sensitivity to digitalis. The potassium loss can be offset by the administration of effervescent potassium tablets, or by potassium chloride preparations. The latter are often irritant and poorly tolerated while the former provide potassium only as the citrate, long administration of which may cause a metabolic alkalosis. Some chloride ions may be necessary to restore the electrolytic balance. In Kloref, the constituents interact when dissolved to form an effervescent solution of potassium chloride, thus combining the advantages of effervescent potassium and potassium chloride preparations.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications.

ANTIBIOTICS ON THE FARM—major threat to human health, *New Scientist*, October 5, p. 33.

RAGWEED EXTRACT in the treatment of pollenosis. *J. Amer. med. Ass.*, September 18, p. 915.

ORAL CONTRACEPTIVES. *J. Amer. med. Ass.*, September 18, p. 918.

AEROSOL MEDICATION in infants and children. *J. Amer. med. Ass.*, September 18, p. 953.

NICOTINE AEROSOL INHALATIONS and cigarette smoking. Circulatory effects of, in man. *Lancet*, October 7, p. 754.

CANTHARIDES intoxication. *Brit. med. J.*, October 7, p. 33.

ADRENALINE. Treatment and survival after massive overdose of. *Brit. med. J.*, October 7, p. 38.

HYDROXYETHYL STARCH: extracellular cryoprotective agent for erythrocytes. *Science*, September 15, p. 1312.

WILLS

MR. W. E. KIRKMAN, M.P.S., 23 York Avenue, New Milton, Hants, left £56,291 (£55,860 net).

MR. W. LEE, M.P.S., Briars Hall, Briars Lane, Lathom, Lancs, left £20,011 (£19,895 net).

MR. J. H. McELLIN, M.P.S., New House, Nantwich Road, Audley, Staffs, left £39,027 (£37,676 net).

MR. H. SLIGHT, 202 Wollaton Road, Nottingham, who qualified as a chemist and druggist in 1902, left £41,553 (£41,467 net).

MR. A. C. STEWART, M.P.S., 25 David Street, Kirkaldy, Fife, left estate in England and Scotland valued at £23,529.

MR. G. L. STURGEON, M.P.S., 48 Villiers Road, Kingston upon Thames, Surrey, left £10,849 (£10,745 net).

PRINT AND PUBLICITY

A NEW newspaper for mothers with young children has been launched by Gerber Baby Foods Division, Brown & Polson, Ltd., Claygate House, Esher, Surrey, as part of a massive direct contact campaign. Print order for the first edition of *Babylime*—to be published quarterly and covering baby care, recipes, fashion, beauty and other topics of interest to mothers—is 600,000. The newspaper is being distributed to members of the Gerber babytime club, which mothers join by sending their names to the company. Reply-paid cards are being placed in shops, clinics, and all Gerber advertising will carry cut-out coupons. Club members will be able to buy a range of nursery equipment at reduced prices and will receive free tenpenny vouchers to be used in purchasing Gerber baby foods.

PRESS ADVERTISING

DIXON, LTD., St. Leonard's Road, Mortlake, London, S.W.14. Velouty powder cream. In women's magazines.

VITAMINS, LTD., Manor Royal, Crawley, Sussex: Bemax. In national daily newspapers, television journals and women's magazines, *Parents*, *Mother and Baby*.

PUBLICATIONS

Catalogues and Lists

EDWARD GURR, LTD., Michrome Laboratories, 42 Upper Richmond Road West, London, S.W.14: List of Michrome stains and reagents for microscopy, biology, photographic dyes, etc. (pp. 56).



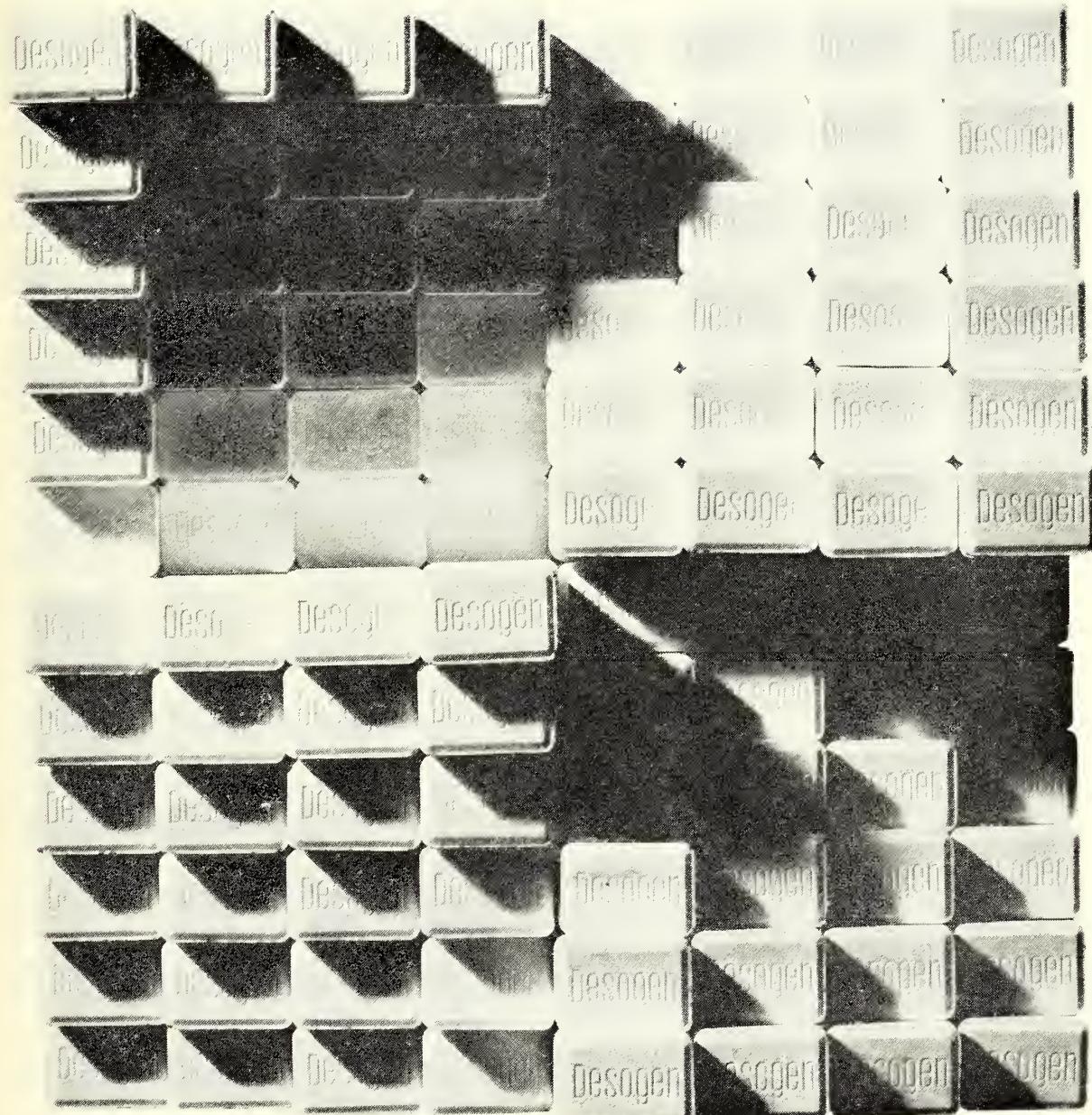
AIDS FOR SPONSORED PRODUCTS: The new display piece pictured above is now available for promoting sales of the National Pharmaceutical Union's cleansing cold cream (distributors Maws Pharmacy Supplies, Ltd., Aldergate House, New Barnet, Herts). Also available is a wire stand for the repackaged range of Lanalem shampoo sachets.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—October 22-28

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin...	2/60	4/97	3/90	3/77	3/90	2/60	3/90	3/90	3/90	2/60	2/60	1/30	—	2/60
Bi-sodol	—	—	—	—	—	—	—	—	5/35	—	—	—	—	—
Farley's rusks	9/155	8/125	—	7/118	—	8/148	—	—	9/155	7/95	—	—	5/104	—
Horlicks	2/60	2/60	2/60	3/120	2/70	2/60	2/70	2/60	2/60	2/60	2/60	4/140	2/37	3/90
Imperial Leather soap	1/15	3/60	2/45	2/45	4/75	3/60	3/60	3/60	2/45	4/75	3/60	3/60	—	—
Rinstead pastilles	5/75	2/30	1/15	1/15	1/15	3/45	2/30	2/30	2/30	3/45	1/15	—	—	—
Sweetex	1/15	—	—	—	—	—	—	—	—	—	—	—	—	—
Topsy baby cream	—	—	2/30	5/75	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15	1/15	1/15	—	—



Bonus Offer

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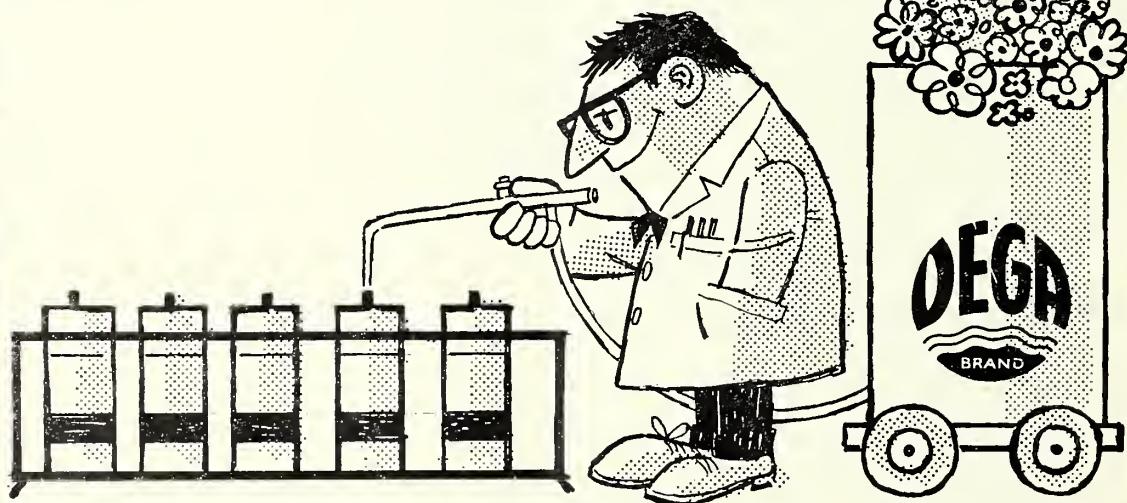
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48	10	£4 0 0	£3 5 0
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CAMPHOR (Hoechst)	PAPAIN	RESORCIN (Hoechst)
DEXAMPHETAMINE	PAPAVERINE	SILVER PROTEIN
SULPHATE	PARACETAMOL (Hoechst)	THEOBROMINE
DIASTASE	PEPSIN	THYMOL
DIGOXIN	PHENAZONE (Hoechst)	QUININE etc.
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Codis

when pain is severe

Codis tablets provide soluble aspirin together with codeine and phenacetin. Absorption is rapid and there is less likelihood of gastric irritation during prolonged periods of administration.

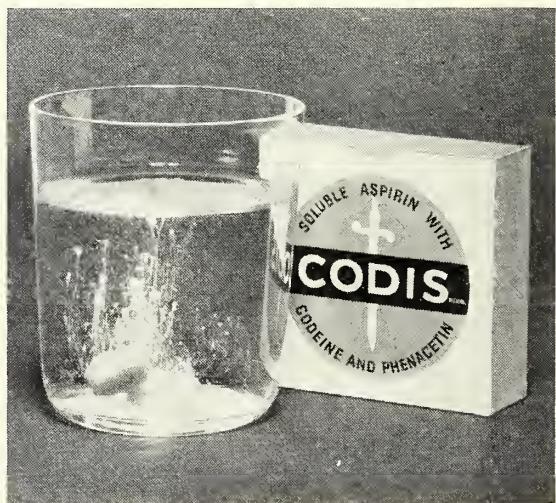
In addition to the rapid analgesic and anti-inflammatory action of soluble aspirin and phenacetin, the codeine component exerts a gentle sedative effect often helpful in those cases of mild insomnia associated with pain.

Codis tablets are pleasant to take and, being administered in water, are particularly suitable for invalids and the elderly.

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Basic N.H.S. price: 500 tablets 25/-.

RECKITT & SONS LTD., PHARMACEUTICAL DEPARTMENT, HULL, YORKS.



The Chemist's Dictionary of Medical Terms

Eighth edition 1967

of cell-life and is excreted in the bile. It is very plentiful in nerve-fibres.

Cholesterinuria; Cholesteroluria.—Presence of cholesterol in the urine.

Cholesterol.—Cholesterins.

Cholesterosis.—Cholesterol in excess in the gall-bladder.

Chotherapy.—Treatment by ox bile.

Cholinergic.—Activated or transmitted by choline.

Cholochrome.—Bile pigment.

Choloplatia.—The presence of bile salts in the blood or tissues.

Chorrhœa.—Excessive secretion of bile; bilious diarrhoea.

Churia.—Biliuria.

Chondralgia.—Pain in the cartilage.

Chondroplasia; Chondrodysplasia.—Cartilage found in abnormal places in the skeleton.

Chondrectomy.—Excision of cartilage.

Chondrification.—Conversion into cartilage.

Chondritis.—Inflammation of cartilage.

Chondrocostal.—Pertaining to costal cartilages.

Chondrocranium.—A cartilaginous skull.

Chondrocyte.—A cartilage cell.

Chondrodynia.—Pain in or around a cartilage.

Chondrodystrophy.—Disturbance in the normal process of ossification

Chondroporosis.—A porous condition of cartilage.

Chondrosis.—Formation of cartilage.

Chorda.—A cord or tendon.

Chorditis.—Inflammation of a cord (spermatic, vocal, etc.).

Chordopexy.—Fixing a displaced anatomical cord.

Chordotomy.—See CORDOTOMY.

Chorea.—St. Vitus' dance; irregular and involuntary movement of the muscles, chiefly in the young.

Choreal; Chorioid.—Pertaining to the chorion. See also CHOROID.

Choreiform; Choro-atetoid.—Resembling chorea.

Chorioiditis.—Inflammation of the vascular coat (choroid) of the eye.

Choriocyclitis.—Inflammation of the choroid and ciliary body of the eye.

Chorioma.—A tumour of the eye.

Choriomeningitis.—A cerebral meningitis with cellular infiltration of the meninges.

Chorion.—(1) The foetal membrane or after-birth. (2) The corium (q.v.).

Chorionitis.—Inflammation of the skin (corium).

Choroid.—The middle coat of the eyeball; choroid.

Choroideremia.—Absence of the choroid coat of the eye.

Choroiditis.—Inflammation of the choroid.

Chromesthesia.—The association of

taste, smell, etc., with colour.

Chromaffin cells.—Cells staining deeply with chromium salts.

Chromaffinopathy.—A condition affecting the chromaffin cells or tissue.

Chromatic.—Relating to colour.

Chromatin.—The stainable portion of the cell nucleus.

Chromatodermatosis.—A skin disease with pigmentation.

Chromatodysopia.—Colour-blindness.

Chromatogenous.—Causing pigmentation.

Chromatolysis.—Destruction of the chromatins.

Chromatometer.—A scale for the determination of colour.

in cartilage, resulting in bony deformity; achondroplasia.

Chondrogenesis.—Formation of cartilage.

Chondroid.—Like cartilage (gristle).

Chondroic Acid.—An acid found in cartilage.

Chondrology.—Science relating to cartilage.

Chondroma.—Cartilaginous tumour of the bones.

Chondromalacia.—Softening of a cartilage.

Chondropathy.—Disease of a cartilage.

Chondrophyte.—A cartilaginous growth.

Chondroplasty.—Plastic surgery of

Though substantially the same as the previous (seventh) edition, the eighth, now published, has had a number of new terms added and some definitions revised in the light of medical developments. More than ever the Dictionary, prepared primarily for pharmacists, is invaluable, indispensable even, to them and to all others who are engaged in the manufacture, sale or use of medicinal products.

This is not a book that will just sit on the shelf but, as previous users will know, it is in constant daily use in the average pharmacy. It is essentially a practical book, leaving to the medical reference books those words and terms that are not in current use, omitting abbreviations and ignoring words and meanings that are not definitely associated with medicine. This book was published on September 8 under the new imprint of MORGAN-GRAMPIAN BOOKS, LTD. Complete the order form now!

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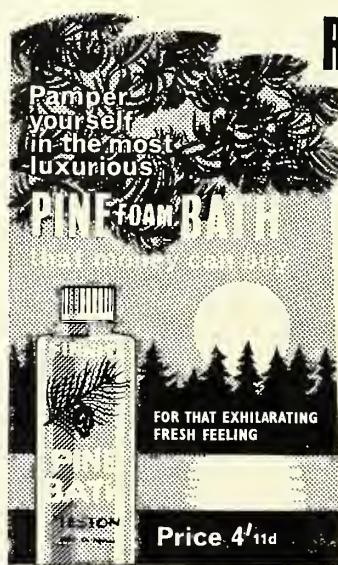
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Accommodation available for female candidate (single).

Applications to Group Secretary, Central Office, Nunnery Fields Hospital, Canterbury.

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Locum Chief Pharmacist (Category I)

Full or part-time. Required immediately for a period of two months. Salary £27 3s. 6d. per week. Accommodation available for female candidate (single). Applications to and full information from the Group Pharmacist, Kent and Canterbury Hospital, Canterbury (Canterbury 66041).

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required at the above General Postgraduate Teaching Hospital (Category V) to supervise sterile products laboratory, or, periodically, other sections of the Department (full-time laboratory if preferred).

Post offers excellent experience; very wide range specialised and other work undertaken. Laboratory newly built and well equipped. Excellent working conditions.

Possibility of furnished accommodation in nearby residency.
Salary scale £1,151-£1,434, plus London Allowance £75 and Higher Qualification allowance (where applicable) £25.

Applications stating age, experience and naming two referees to Chief Pharmacist, C 822

MOORFIELDS EYE HOSPITAL

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Senior Pharmacist required at the High Holborn Branch of the Hospital. Duties could be shared by two pharmacists by mutual arrangement. Apply Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1.

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NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Senior Pharmacist

required for new department. Barking Hospital is adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £1,076-£1,340 p.a. plus London Weighting. Accommodation may be made available if required.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 779

NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Basic Grade Pharmacist

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Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 778

SHOTLEY BRIDGE GENERAL HOSPITAL

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Category V

Senior Pharmacist

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Locum Pharmacist

required. Rate of pay £24 9s. 6d. per week. Resident accommodation, at reasonable charge, available for single person if required. Applications with full details, to Group Pharmacist, King's Mill Hospital, Sutton in Ashfield, Notts, as soon as possible.

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SPRINGFIELD HOSPITAL Beechcroft Road, London, S.W.17

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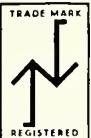
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OCTOBER 14 1967



1 BEATSON MEDICALS white flint 1 oz. to 20 oz. Amber 2, 4, 6, 8, 16, and 20 oz.
2 BEATSON OLIVE OILS 2½, 5, and 10 oz. **3** BEATSON POWDERS $\frac{1}{2}$ oz to 32 oz. most sizes in white flint and amber. **4** BEATSON JARS white flint $\frac{1}{2}$, 1, 2, 4, 6, 8, 16 oz. Amber 1, 2, 4, 6, 20, 24 oz. **5** BEATSON VIALS white flint $\frac{1}{2}$ to 3 oz. Cork mouth or screw neck. **6** BEATSON WINCHESTERS $\frac{1}{2}$ to 90 oz., available in white flint or amber, stoppered, cork mouth, or screw neck. Certain metric sizes in amber with screw neck. **7** BEATSON RIBBED OVALS $\frac{1}{2}$ to 16 oz., white flint or amber. **8** BEATSON PANELS 1 to 16 oz., white flint or amber. **9** BEATSON DROPPERS 2 dram, $\frac{1}{2}$ oz., 1 oz., ONE TRIP EYE DROP BOTTLES, 2 dram, $\frac{1}{2}$ oz., 1 oz., 2 oz., 0 ml. 20 ml. **10** BEATSON TABLETS 2, 4, 6, 8, 10, 12 oz., white flint or amber. 1½ dram, amber only.